



Namibia: Saturday night at the watering hole



Flower power for a very '90s summer



Hog heaven

Harley-Davidson's elixir of youth

\_\_\_\_\_D8523**Å** ...

## FINANCIAL TIMES

### MoD company **built missile-test** complex for Iraq

Europe's Business Newspaper

A defence company owned by the UK government built an Iraqi complex for testing missiles after ministers justified the contract during the Iran-Iraq war, the Scott arms-for-fraq inquiry heard. Classified documents read to the inquiry showed that ministers approved the contract, involving interna-tional Military Services, despite warnings from the Foreign Office that the complex had a potentially lethal military use. Page 9

US inflation eases: Fears of a rise in short-term US interest rates eased after the Labour Department said the producer price index was unchanged last month and the annual rate of wholesale price inflation dropped to 2 per cent from 2.4 per cent in April, Page 26; Lex. Page 26

PM detends Japan's trading role



Japanese prime minister Kiichi Miyazawa rejected any further boost for the Japanese economy and defended his country's role in the global trading system. He cited International Monetary Fund figures to show that Japan imported as much per head as the US or the EC. Page 4

ICL, Japanese owned UK computer company, is being investigated by the Ministry of Defence for suspected irregularities involving two contracts totalling £1m. Page 26

English China Clays, world's biggest producer of china clay, announced a £113.4m (\$174.6m) rights issue, a \$307.5m US acquisition and the hiving-off of its building materials business. Page 12; Lex, Page 26

Leyland Daf buy-out: Agreement was reached for a management buy-out of the Leyland Daf truck assembly plant in the north of England, which has a workforce of 700. Page 6

Iranians vote: Iranians voted in presidential elections with President Akhar Hashemi Rafsanjani widely expected to sweep back to power. Page 3

Nigeria election pledge: Nigeria's electoral commission insisted that today's presidential election would go ahead despite a court ruling that it should be postponed pending the hearing of a suit filed by a group seeking extended military rule. Page 3

wi British newsta and other media are to be allowed to identify escaped juveniles accused of serious offences home secretary Michael Howard announced after several newspapers named an 16-year-old murder suspect who absconded from a hostel.

Blandford released: A UK High Court judge ordered the release of the Marquess of Blandford, who had served three days of a 112-day sentence for maintenance arrears. Mr Justice Johnson said he had acted in excess of his powers in impos-

Sterling hit: Sterling fell by more than 2 pfennigs against the D-Mark yesterday to close at DM2.475 in London after a newspaper claim that a member of the UK government was to be named in a scandal. Currencies, Page 15

#### Market pins hopes on base rates cut

2.870 2,860

This week has seen a recovery of 31.9 points in the FT-SE 100 index, fuelled largely by hopes that chancellor Kenneth Clarke will sanction a cut in base rates in a speech to businessmen in London on Tuesday. The index 2,861.8, up 1.8 on the day after moderate trading, London Stock

Exchange, Page 17;

Lex. Page 26

Chief price changes: The table of chief price changes for UK stocks can be found on the London stock market page, where it will appear in future Saturday editions of the FT. Reports on the world stock markets highlight yesterday's most significant individual share price movements. London stocks, Page 17; World stocks, page 22

M STOCK MARKET MON	CES	M STEALIN	0
FT-SE 100:	(+1.8)	\$ 1.52455	
FT-SE Eurotrack 1001181.85		London:	-
FT-A AB-Share1414.77	(+0.0%)		
Nektei20,500.95	(+7.63)		
New York: Assortime		FFr 8.3225	
Dow Jones Ind Ave3499.75	(+8.03)		
S&P Composite	(+1.12)		
I US LUNCHTIME RATE	s	E index 79.3	(22/16)
Federal Funds: 276% 3-mo Treas 688: Yid3.116% Long Bond10353 Yield		New York lunch DM 1.62345 FFr 5.4595	time:
E LONDON MONEY		SF 1.44965	
3-mo interbenk513% Liffe long gift tubere:kun 10532	(5提%) (Same)	Y 106.075 London: DM 1,5255	(1,634)
MI NORTH SEA OIL (Argu	(a)	FFr 5.455	
Stent 15-day (July)\$17.725 ·	(18.21)	SFr 1.4495	
■ Gold	-	Y 105.05 Sindex 63.8	(108.2) (84)
New York Cornex (Aug)\$387.5	(371.0)	d alama con	•
London\$371.15	(369.25)	Tokyo clase Y 10	6.52

For customer service and other general enquirles call:

Frankfurt (69) 15685150

### Worst figures since 1990 prompt fears of sharply worsening position | Payouts to

## Trade gap widens to £4.5bn

THE FIRST complete set of UK trade figures since the beginning of the year yesterday revealed the biggest quarterly trade gap since 1990 and prompted fears that recession in continental Europe, combined with domestic recovery, would bring about a sharp deterioration in Britain's

trade position.

The provisional figures showed that the visible trade gap widened to £4.5bn in the first quarter, compared with £4.35hn in the final quarter of 1992. The underlying deficit - which excludes oil

biggest shortfall for three years at \$5.2bn, compared with \$4.89bn in the previous quarter.

The deficit on trade with other

countries in the European Community, however, was not as large as expected. New figures compiled under Intrastat - a system for measuring EC trade flows in line with the single market -showed a deficit of £1.1bn in the first three months of the year, slightly lower than the £1.12bn of the previous three-month period.

In spite of the competitive edge given to British-made goods by sterling's devaluation last autumn, the growth of export volumes slowed considerably,

Trade more heavily in the Editorial Comment.....Page 10 Currencies. .Page 15 London stocks

effecting the recession in other

EC countries. The Central Statistical Office said underlying export volumes rose by only 0.5 per cent quar-ter on quarter, while import volumes rose by 3 per cent. The CSO said the trade figures were more than usually likely to be revised, since Intrastat was taking some months to settle down.

deterioration in the trade deficit Import values totalled £34.1bn was limited by a sharp jump in also 7 per cent up on the previous the prices of exports, compared with a more modest rise for import prices. Export prices rose by 6 per cent quarter-on-quarter, against import price rises of 4 per

Mr Robert Lind of the Swiss bank UBS said: "The numbers are consistent with the view that the deficit will deteriorate as recovery gathers pace. They also cast doubt over the Treasury's optimistic view of net-trade volumes this year."

The value of total exports in the first quarter was a provi-sional £29.6bn, 7 per cent higher than in the previous quarter. also 7 per cent up on the previous three month period.

The Treasury pointed out that in spite of the slowdown in export volume growth, exports nevertheless reached record levels in the first quarter. It said: "UK businesses now have a great opportunity in markets both at home and abroad."

Mr Robin Cook, Labour's trade and industry spokesman, said the figures revealed "just how sickly" the economy was. "What is most worrying is that with the single market only three months old, our deficit with the EC was twice as bad as it was for the same period last year," he said.

### terrorists no longer qualify for tax relief

BRIBES or protection money paid to terrorists would no lon-ger be tax deductible under draft rules announced by the UK government yesterday.

importers of illegal drugs could also no longer expect Inland Revenue inspectors to offset their business expenses against their tax bill.

Payments which themselves constitute the commission of a criminal offence would not be subsidised by the taxpayer. according to a proposed amend-ment to the finance bill put for-ward by the chief secretary to

the Treasury. These include offences under the Prevention of Corruption Act (such as bribes) and the Preven-tion of Terrorism Act (which deals with the payment of pro-

At present, any expenses incurred "wholly, necessarily and exclusively" for the purposes of a trade can in principle

qualify for relief.
The Inland Revenue, however, conceded yesterday that it had no qualms about accepting tax from shady enterprises. It said: "Legality has not strictly been a deciding factor".

"We hope we have not been aiding and abetting these activities," the Inland Revenue said. "But it is possible that some have in the past been regarded as part of a lump sum figure of necessary expenditure."

Just this point was at issue in a High Court court action three years ago by Ms Lindi St Claire, who argued that the Inland Revenue would be living off immoral earnings if it taxed her income as a prostitute and brothel-

Asked whether any equipment required by brothels would be allowable against tax, the spokeswoman said: "I don't think we've looked at it on that

wide a scale." One compensation remains for those involved in illicit activities who are honest enough to admit it to the tax authorities. It stressed that it was bound by confidentiality and could not disclose to the police any details of Continued on Page 26 | illegal activities it unearthed.



A British UN soldier examines the body of the driver of a truck which was part of a Moslem aid convoy. The driver was killed by Bosnian Croats at Vitez yesterday after refusing to let his truck be diverted, along with others, from the main part of the convoy. Report, Page 26; Patching a tattered policy, Page 2

### Bank to leave with a peerage

By Alison Smith

MR Robin Leigh-Pemberton outgoing governor of the Bank of England, is one of four life peers created in today's Queen's Birth-day Honours list. Another is Sir Ralf Dahrendorf, the academic and writer.

Mr Samuel Brittan, the Financial Times's principal economic commentator and an assistant editor, receives a knighthood for services to economic journalism. Mr Devid Buchan, head of the FT's Paris bureau, receives an ORE for services to journalism.

Today's list reflects a further stage of Mr John Major's incremental reform of the honours system to give greater recognition to voluntary and community service. It includes honours for those involved in humanitarian relief work in the former Yugo-

Lieutenant Colonel Bob Stew art, who commanded British troops in Bosnia, was awarded a Distinguished Service Order.

The greater emphasis on a wider contribution to the community was highlighted in some of the awards to those in business and commerce, as well as

those for charitable services. Among those receiving knighthoods were Mr Robin Biggam, chairman of BICC, the cable and construction group; Mr Ronald Miller, chairman of Dawson International, the textile group and Mr Jim Birrell, chief

> Continued on Page 26 Details, Page 13

### Governor of Pratt and Whitney joins GE to develop smaller jet engines

By Paul Betts, Aerospace Correspondent, in Paris

TWO leading US aero-engine manufacturers, General Electric and Pratt and Whitney, are joining forces for the first time to challenge Rolls-Royce of the UK in the market for smaller jet engines to power regional and business jets.

GE and Pratt and Whitney announced yesterday at the Paris Air Show that they had agreed to work jointly with MTU, the German aero-engine company owned by Deutsche Aerospace, and Snecma, the French state-owned aero-engine group.

years ago by Rolls-Royce and BMW, the German car group.

The two US companies, which have both restructured in the last 12 months and are the main competitors of Rolls-Royce, have tra-

co-operate in joint studies with the partners in the European Airbus consortium on development of a super jumbo aircraft capable

The four companies will develop a family of engines with a thrust range from 12,000lbs to 20,000lbs to compete against the joint engine company formed two

ditionally competed fiercely in the commercial and military engine markets. The move reflects a growing trend towards partnerships in the hard-pressed aerospace industry and follows Boeing's decision to

of carrying 600 to 800 passengers. By teaming with the two European companies, the US manufacturers hope to reduce the lead Rolls-Royce and BMW have taken

CONTENTS

Managed Funds \_\_15,18-21

in the development of smaller jet engines. BMW-Rolls Royce has already won orders for its new BR700 engine from Gulfstream and the Canadian Bombardier group. The engine is expected to enter service in 1996.

GE had been studying the development of a smaller jet engine with Snecma, the CFM88, based on the military engine Snecma has developed for the French Rafale fighter aircraft. GE and Specma have a long and successful history of co-operation in

commercial jet engines.

Pratt and Whitney, a subsidiary of United Technologies, ance with MTU, with which it has been studying joint develop-ment of a similar power plant, the RTF180.

However, the market lead held by BMW and Rolls-Royce pted the companies to combine forces. As well as competing to power new regional jet and siness aircraft, they see sales potential for engines to power a new European military transport

There was clearly no room for three competing engine programmes in this market - that's why the four companies decided to team up," said Mr Georges Sangis. Snecma's head of commercial engine programmes. He said the cost of developing the new engine family would total about \$700m (£455m).

BMW and Rolls-Royce originally sought to attract MTU and Snecma into an all-European engine partnership.

## Stop squabbles, Major tells warring Tories

By Raiph Atkins in Llangotten and Philip Stephens and Alison Smith in London

MR JOHN MAJOR yesterday ended a tumultuous week for the government by urging Conserva-tives to stop squabbling and to rebuild British voters' trust with a message based on ordinary peo-ple's aspirations - particularly on

As the Tory hierarchy tried, with partial success, to restore calm after Mr Norman Lamont's bitter resignation speech, the prime minister marked a further

shift away from Thatcherism. He told the Welsh Conservative party conference that Tories should "put aside the great designs and philosophies" and listen to the hopes of ordinary people "living in three-bedroomed semi-detached houses". In the 1980s, he said, "we were just a touch too laissez-faire".

Mr Major buttressed his proclaimed commitment to enduring Tory party values - and to rebuff the former chancellor's complaints about short-termism - by stressing the importance of sound money and low inflation and hinting that he is keen to avoid tax rises.

Leaked papers propose £5bn social security cuts......Page 9 Muck, brass and plain talking.. Editorial Comment.....Page 10

Britain, Mr Major said, would

not become a high-tech, high investment economy "if we pile on taxes and pile on social costs." Public spending had to be cut, but some radical proposals would be discarded as unfair, he pre-Mr Kenneth Clarke, the chancellor, will next week reinforce

the emphasis on public spending restraint by telling the cabinet that there can be no question of breaching the ceilings set for the next two years. Despite bids running several billions of pounds above the fig-ures agreed last autumn, Mr

Clarke will seek a remit from the

cabinet to seek a settlement this

summer below the £253.6bn and £263.3bn cash ceilings for 1994-95 and 1995-96. The political difficulties of ach-

ieving such a result were under-

1ST Grow faster pinstrix EUROPEAN GROWTH TRUST +175.5% AMERICAN GROWTH TRUST +160.5% UK EQUITY INCOME TRUST +76.8%\* Source: Micropal, offer to bid, net income reinvested from bounch (11.4.88) to 7.6.93. S. S. S. S. The performance of the above to suit your investment needs. funds continues Morgan Grenfell's For further details complete the history of investment success coupon below today, or callfree 0800 282465 now and find out with all three funds in the top ten of their respective sectors since about investments you'll feel 1. launch; European Growth Trust comfortable in. 1st out of 94, American Growth Trust 10th out of 104 and UK To: Morgan Grenfell Investment Funds Lad., Equity Income Trust 7th out of 97 20 Finabury Circus, London EC2N1 IUT. Please send me further details of the following Morgan Grenfell Unit Trustin): Yet you don't have to be a large Buropean Growth Unit Trust investor to benefit from the expertise UK Equity Income Unit Trust of one of the oldest and most American Growth Unit Trust respected names in the City. Anyone can take advantage of our experience for a minimum investment of as little as £1,000. Choose from a comprehensive range of funds tailored

Places remember the price of units and the income from them can go down as well as up. once is not necessarily a guide to future returns. Changes in exchange rates may also affect the value nent Funds Ltd., 20 Finsbury Grous, Landon EC2M 1UT, Member of IMRO. ment Funds Utd is an appointed represer Member of IMEO, LAUTRO and the UTA

Recent 168UES ... chts Sch30; Bahrain Din 1,250; Biermudd \$1,63; Belgiuts 8FH0; China Fec 19.0; Caradia CS1.40; Crossia HRDS700; Cypnus CT1.00; Casch Rep Key45; Derman, Dik 15 00; Egypt 8D4,50;Fristand Frisk12; Franco FFF9.00; Germany Diki3.30; Greene Dist0, up Kong Hr30; March Filsk100; Justical Filsk100; Surgical LONDON - PARIS - FRANKFURT - NEW YORK - TOKYO

Man in the News ....

© THE FINANCIAL TIMES LIMITED 1993 No 32,086 Week No 23

## leekend FT

SECTION II

Weekend June 12/June 13 1993

## The tale of the Red Fat Cat



Mr Zhao and his hair tonic factory . . . a story with an Alice-in-Wonderland quality typical of a country where fact and fantasy often are inter-twined, it took him six years to find the magic formula - but profits this year should exceed £4.5m

ELJING: We are driving across the city's vast, central Tiananmen square in Mr Zhao's Mercedes 280 SEL with its dark, tinted windows and car telephone. Known widely through-out China as the "hair lotion king," he is in an expansive mood. "Call your friends anywhere in the world . . . call your mother, call your wife," he says, offering me the 'phone. I call my wife at home in Beijing to tell her I will be late for

an appointment.
The ebullient Mr Zhao is reminiscing now as we pass on the right the Gate of Heavenly Peace, with its outsize portrait of Mao, and on the left the Great Hall of the People, seat of China's parliament. Mr Zhao was elevated to parliament recently for his money-making abilities. Getting selected for parliament only ever appeared in my dreams from time to time," he says, reflectively. "You know what they call me now? The Red Fat Cat."

Mr Zhao is perhaps the best known member of China's newest class the entrepeneur or ge ti hu. He has certainly become one of the richest since he began producing and marketing a hair-growth tonic that, he insists, has achieved spectacular results.

Not so long ago, Mr Zhao's entrepreneurial activities would have been scorned and his material success held as a black mark against him. Indeed, the word ge ti hu was not even in common use before paramount leader Deng Xiaoping began, late in the 1970s, to prise open China to the outside world and declared that "to get rich is glori-

Since those first, faltering steps towards a market economy with Chinese characteristics, millions like Mr Zhao have taken the entrepeneurial, if not capitalist, road. According to China's taxation bureau, 15.3m private businesses had sprouted by the end of 1992 and the total is expected to reach 30sh

of China that has itself become a symbol of rampant commercialism. It is in places like the small, damp, coastal city of Wenzhou, 300 kilometres south of Shanghai, that the

and getting ahead are seen best. Wenzhou had no airport until recently and there is no railway, although one is being built. Roads are rutted and, in spite of a rash of new buildings, the place appears dilapidated: yet Wenzhou, population 1m, has far outstripped most of the nation in per capita income and other indices of improved living

quite awesome, almost manic, ener-gies being applied to making money

standards. Local control attpdate we wenthou's remarkable program to the innate liveliness of wasta dwellers - and to harding. 'As Cai Yanjong, head of the local economic commission, noted: "We have been forced to be like this. In the past, Wenzhou was very poor. To improve living standards, we had to do whatever was necessary." Doing whatever was necessary may well have involved bending official rules. Wenzhou, for instance, established lts own "trust" banks - rather like buildfig society co-operatives long before the authorities allowed much

flexibility at all in the banking area.

Mr Zhao, a sprightly individual with a thick brush of dark hair, is a perfect example of a Wenzhou ragsto-riches story. Born in 1943 to a poor lamily that farmed medicinal herbs, he was destined to spend his life as a lowly-paid accountant in a production brigade. But that was

> He has amassed a fortune from hair growth lotion. Another man has cornered the action in watch straps. Both are typical of modern China's flourishing breed of entrepreneurs, says Tony Walker

before he discovered his true vocaand work in laboratories. Chinese tion preparing skin care potions medicine depends on practice and and, later, the hair tonic. The story experimentation." Some may describe Mr Zhao as a of how he got started has an Alicein-Wonderland quality typical of "quack" - a term that seems genu-China where fact and fantasy often inely to hurt him. But he certainly

are inter-twined. In 1968, he sold his wife's iewellery, and his house in Wenzhou for around £110 to i 'se the money preparations. He began with what he claim; is a successful acne treathair tonic - which he calls Formula 101 - was an attractive young girl who, tragically, had lost her hair. Not only that - her wig had fallen into a river and been swept away.

Enter gailant Mr Zhao. "You provide the head, and I'll provide my herbs," he told her parents, before getting to work on finding the right formula. This, he says, took him six years; and when, eventually, he found a mixture that worked, he named it "101" because he had tried at least that many combinations.

Today, the formula is guarded as jealously as that for Coca Cola, but Mr Zhao does reveal it is based on

attrate 20 herbal ingredients, some gathered as far afield as Tibet and Mon-golia, which work by warming the scalp and improving blood circula-

> Mr Zhao, whose hobbies include playing the lute and reading books on China's 5,000-old tradition of berbal cures, claims also to have developed an elixir that remotgreyness from hair. Many Chinese, including members of the ageing leadership, will do almost anything to avoid going grey - to the extent of using unsightly dyes that produce an effect like boot black. If Mr Zhao has produced an oral medicine that makes hair dyes redundant, he

should be onto another winn ... Mr Zhao is perplexed by apparent western resistance to herbal cures. "Outsiders don't understand Chinese medicine," he says. "People who understand appreciate it. Western medicine is based on analysis

is laughing all the way to the bank.

He expects to produce about 3m

containers of Formula 101 this year,

40 per cent of which will be

exported. Profits should exceed

American Food and Drug Adminis-

tration is evaluating his product.

FDA approval would add enormous

value to Formula 101, which is

being imported into the US as a

cosmetic, not a drug. Not bad for someone who might have spent his

life copying figures into a dusty led-

Mr Zhao's chauffeur-driven Mercedes pulls up outside an arched

shop front on Beijing's busy Xidan

street, one of its main shopping

thoroughfares. It is one of his clin-

Joint ventures with foreign busi-

begins massaging his Formula 101 into Mr Fan's scalp. A treatment costs about £9 - equivalent to a week's wages for the average worker - but Mr Fan says this is a small price to pay. "I've been going bald for seven years and look older than I am," he says. "I heard that 101 was magical. Everybody's talking about beauty now beautifying life. People are paying more

be treated by the master.

ics and white-coated female atten-

dants are clearing up for the day, but one "patient" remains to be

seen. For a balding worker visiting

Beijing from a provincial town, this

is his lucky day. Mr Fan is about to

Mr Zhao dons a white coat and

attention to appearance."
Mr Zhao, who employs 1,200 people at factories and clinics throughout China, exhibits no reserve about his good fortune although he is careful to credit China's communist leadership, past and present, with creating conditions for people like him to prosper. He reveals, for example, that long ago he re-pur-chased the old family house in Wenzhou. And he announces, proudly, that he has built a 1,000 square metre mansion near his home town for his retirement. He keeps a penthouse flat in Beijing in one of the city's more exclusive addresses, and is planning to buy a newer Mercedes. "This car's quite old," he says, apologetically.

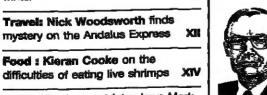
If Mr Zhao's story is remarkable, so also is the story of Qiaotou, a small town about an hour's drive inland from Wenzhou. There, entrepreneur traders and manufacturers have virtually cornered China's button market, and also are producing a fairly big percentage of the country's metal watch bands.

Tang Runong, a local party official, describes Quaotou (population 60,000) as the "paradigm of a social-ist market economy" with annual revenues of around £35m. The per capita income works out at around four times the national average, although the many stern signs around the town warning against success has not made people any more willing to share their spoils with the state. "You won't find this small town on the map of China, but everybody has heard about us," be says, with satisfaction. Before the open-door policy, the town had one small inn and one restaurant: now, it boasts 60 restaurants and 60

Just how Qiaotou achieved its great leap to prosperity is the stuff of legend. According to local lore, some impoverished peasant farmers were visiting Nanjing, on the

■ Continued on page VIII

### The Long View / Barry Riley



Arts: Max Loppert interviews Mark Elder who is bowing out at ENO XXII

CONTENTS Finance & Family : Dread disease:

Sport: The Lions in a New Zealand

the insurance for critical cases

Private View: Sir David Hunt offers ancient lessons for democrats XXIV

Books Bridge & Ch Food & Drink



The floral flock is back this summer,

with a very '90s look .

. 1

Evidence of duplicity

sure what we have long suspected. Norman Lamont, while chancellor of the exchequer, was pursuing a policy of pegging sterling within the European exchange rate mechanism despite grave personal misgivings about what was one of his predeket breakdown quite quickly.

cessor John Major's leftover policies. While telling the country there was not a scintilla of doubt about the government's ERM commitment, he was privately urging the prime minister to suspend membership. He was also, like Nigel Lawson before him, secretly rec-ommending that the Bank of England should be given independent responsibility for setting interest rates. Where does all this evidence of duplicity and strategic disagreement

leave the British government's credibility? There is, for instance, a commitment to hold inflation below 4 per cent, and a pledge to cut back the public sector borrowing requirement from its current year level of £50bn. It is not entirely clear whether these promises left over from his predecessor are worth the paper that Kenneth Clarke has not yet written them on. This week Clarke was breezily discussing the choice between raising taxation and cutting public spending (he will do neither, apparently) but the most important question is whether he will opt for the unspoken third option, to inflate his way out of trouble.

The financial markets have stayed surprisingly calm during the turmoil in the top ranks of the British government. The sterling long bond yield has actually eased a little but remains close to 81/2 per cent, striking an awkward compromise between the 5 or 6 per cent which might be compatible with longrun low inflation and financial stability, and a double-digit return which would be required should the rate of destruction of the value of the currency edge up again to erode the public sector's

Yet, politicians must not be valued at prime ministers, who would bear overdebt burden.

SO NOW we know for their own estimate of their decision-taking ability. The reassuring thought for those who rely on the British government's readiness to honour its debts in real terms is that, in a world of freely exchangeable currencies, the scope for deviant policies is limited. The decision in 1990 to enter the ERM at the wrong rate, for instance, could not be sustained for long. A dash for inflationary growth would, similarly, lead to a mar-

> But what one government cannot do on its own, a number of countries might achieve collectively. This thought might be behind the recent neryous flutter in the gold bullion market and the surge of strength in the one leading currency - the Japanese yen -which is not burdened by the structural deficits which plague the dollar, the D-mark and the pound sterling, among others. The yen has appreciated by 54 per cent against sterling since last

> ust as the ERM proved a disappointment as a pre-packaged answer to the UK's economic problems, it is pretty certain that central bank independence would be a blind alley, too. The idea is that the central bank would cancel out the feckless tendency of vote-catching politicians to inflate rather than to tax. Unfortunately, the division of responsibility can also lead to a protracted domestic economic war in which fiscal laxity is offset by excessive monetary tightness. This became apparent in the US early in the 1980s, leading to a large over-valuation of the dollar. The same problem has afflicted Germany.

It could easily happen in the UK, too, should the economic recovery pick up speed. It would be nice to think that British chancellors hanker after an independent Bank of England because they believe such an institution would improve economic governance in the UK. More likely, they see a chance to offload the blame for interest rate rises on somebody else. The idea seems to appeal more to chancellors than to

The clash between bankers and spenders leads to high real interest rates, which cancel out the stimulus which budget deficits might otherwise provide. Meanwhile, finance ministries in many countries, especially the US and the UK, are badly missing that important lubricant, inflation. The largely unanticipated fall in inflation means that tax revenues are coming in under budget, aggravating the deficit problems. In depressed conditions, short-term interest rates can come down (except, so far, in Germany) but long-term rates cannot, because such a vast volume of debt has to be sold.

If the combination of debt deflation in the US and elsewhere and post-unification disruption in Germany continue to inhibit global economic recovery, it seems likely that a sharp fall in real interest rates must ensue, as part of the resolution of the crisis. How large a part inflation might play in that is, for investors at least, the crucial question. The first part of the political response is already becoming evident, as govern ments shrink from financing themselves with long-term debt: the US, for instance, has reduced the frequency of its 30-year bond auctions. There will be an increasing resort to short-term finance through the banking system. This will not prove to be inflationary so long as private sector credit demand remains depressed, but this tempting solution contains the seeds of trouble.

It is not a path the British government would be able to pursue on its own, but it will follow eagerly in the footsteps of the Americans. The Germans, meanwhile, will go their own way if they can, as they did in the inflationary 1970s when the D-mark appreciated by 114 per cent against the dollar and 130 per cent against sterling; but as the German economy spirals downwards, the pressure on the Bund-

esbank may become intolerable. As Norman Lamont said ruefully this week, both the post-war Tory chancellors to have brought inflation below 2 per cent have been sacked. Clarke is unlikely to make the same mistake.

### You think our investment trusts are successful. What about the other

70% of our business?

72% OF OUR ASSETS UNDER MANAGEMENT ARE NOT INVESTMENT TRUSTS

50% OF MONIES COME FROM OVERSRAS INVESTORS

46% OF OUR ASSETS UNDER MANAGEMENT ARE FIXED INTEREST

10TH LARGEST PEP PROVIDER FOR TAX YEAR 1992/93

16TH LARGEST UK MANAGER OF FIXED INTEREST EXCLUDING INSURERS

With over £8.5 billion under management, the creator of the investor, shouldn't you be invest world's first investment trust in ling in innovative management 1868, is recognised as a major olobal investment house.

Foreign & Colonial group and fund management services, received nineteen commenda- please post the coupon. tions for performance excellence.

As an institutional or private and time-proven performance? For further information about

In 1992 alone, the Hypo our range of investment products

products and fund Hypo Foreign & Col	nisi's range of investm I management service: oniel (Marketing) Lang
PO Box 2, Twylore	l, Berkshire, RG 10 SNV
Name	
Address	
	H/FT 12/c

THypo Foreign & Colonial 🔾

investment trusts = unit trusts = pep3 = offshore funos = venture capital = charities, institutional & pension funo management

roved by Hypo Foreign & Colonial (Marketing) Ltd. An appointed representative of Foreign & Colonial Massagnment Ltd., a member of IMEC) and of east Ltd, a seamber of IMPIO, LAUTRO and AUTIF. Past parformance is no guida to the future. Hypo Foreign & Colonial (Marke Exchange House, Printrose Street, London EC2A 2NY.

#### London

### Paying a high price for poor earnings

By Peter Martin, financial editor

I am delighted to hear from the Prime Minister that policy will not alter. [Kenneth Clarke] will understand if I say that he thus favourable time. Much of the hard work has been done and he should be able to enjoy increasingly encouraging trends for a long time to come

Norman Lamont House of Commons

NVESTORS are hoping for Norman Lamont's farewell prediction to come true with as much fervour as they once clung to his promise of recovery ahead. Few disagree with his judg-ment that "the recession is now behind us"; the fluttering hopes attach to his forecast of "increasingly encouraging

If trends do not continue to improve, the current level of the stock market is hard to justify. A rash of brokers' circulars this Friday pointed out that the price/earnings ratio for the FT-Actuaries '500' (the industrial and commercial

FT-SE 100 Index

Ameraham Inti

GUS A

MB-Carador

**Powerscreer** 

Ralis-Royce

Shell Transport

Manafield Bres

British Aerospace

FT-SE Mid 250 Index

Price y'day

2861.8

3202.9

765

410

3371/2

304

274

810

128

37916

334

1521/6

620

718

components of the All-Share index) had risen to more than 19, above the level touched before the 1987 crash.

This rise is not due to any sudden spurt in the overall level of share prices - as the chart shows, the market as a whole, heavily influenced by the biggest companies, continues to move sideways. Rather, it is due to the impact on the "earnings" side of the p/e ratio of so many poor results over the past few months.

The market tended to treat them phlegmatically because those results were not much worse than had been expected, and because they could be seen as exaggerated by the FRS3 accounting standard.

But by absolute standards. they were very poor. S G Warburg's figures show reported earnings running nearly 12 per cent below the already depressed level of a year ago. Historic figures, of course, are just that: history. A more relevant number is the pro-

HIGHLIGHTS OF THE WEEK

1993 High

2957.3

3213.4

783

429

338

1728

500

343

810

137

380

376

153

630

993

165

971£

273

+31.9

+27.8

+48

+40

+16%

+55

-135

-24

+35

+24

+15

+12%

+17

-42

spective p/e ratio. Here, there has not yet been any great

2737.6 Interest rate hopes revive

Profits warning

Good regults

Orders/British Aerospe

Strauss "buy" note

858 Criticism of Retrovir drug

2876.3 Demand for second-line stocks

513 Profits up 27%/dividend up 8%

Orders/return to FT-SE 100

Preliminarios due June 30

Confidence over property interests

Prospect of above everage div growth

FT-SE S	majiCep					
	E Mid 250 I-Share Index			,		
UK FT-8	€ 100 Share Index					
				***********		
	·		1			
			-6-6			, , , , , , , , , , , , , , , , , , ,
		M-				
•- •	f	*/~~~	~~	A	~ ^	~
	,					
1		N - N	7	-~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	~	
		7 - N	~~	~~	~~~	~~
		<i>y</i> - \	~/	~~~	~~~	~

drift upwards. The prospective figure for the calendar year 1993, calculated by the IBES service in New York based on the consensus earnings expec-tations of analysts around the world who follow London stocks, is 14.4.

Four indices compared

That figure has remained almost unchanged since the FT first began reporting it every Monday earlier this year. Still it is only a comfortable multiple if the profits growth that analysts expect indeed materialises; and if profits continue to grow in later years.

Neither of those is a racing certainty. In the short run, reported earnings could continue to deteriorate. Even when they bounce back, there may not be as much resilience in the bounce as the market and Norman Lamont - would

One ominous sign was the of Pilkington,

announced on Indisuay. Fre-
tax profits for the financial
year just ended were down
from £96m to £41m, on sales
more or less unchanged at
£2.6bn. The dividend - cut a
year ago for the first time since
the company went public in
1970 - was cut again, by a
third. There had been some
encouraging signs, said Sir
Antony Pilkington the group's
chairman, especially the
"amazing" impact of sterling's
devaluation on UK competi-
tiveness. But there was also "a
dramatic collapse" in the Ger-
man market, where the situa-

Pilkington is, perhaps, unusually unfortunate: its shareholders could be forgiven for wondering how they seem to have missed out on the German boom while catching the full force of the recession. Since BTR's abortive bid for the company in 1987, Pilkington has underperformed the

tion remains uncertain.

But its woes are not all suci generis. Other British companies which struggled to raise their exposure to continental Europe during the single market Europhoria are also suffering the consequences.

The market's worries about

All-Share by 61 per cent.

European growth are one important influence on the truly remarkable divergence of the lines shown in the chart. The big companies in the FT-SE 100 have gone nowhere for weeks, while the smaller companies in the Mid 250 and SmallCap - which derive a much greater proportion of heir sales and profits from the UK domestic economy - have continued to race ahead.

The continued flow of rights ssues from medium-sized comnamies has done little to dent this sentiment. On Thursday, for example, Wimpey announced a one-for-four issue at a discount of 21 per cent, to

raise £104m. The company said it would be using the proceeds to buy land for housebuilding - the sort of statement that would have sent shareholders stampeding for the exit only nine months ago. This year, encouraged by the near trebling of the share price since September, investors were prepared to view the prospect with equanimity: the share price slipped only 3p on the day of the announcement, to 184p. It closed on Friday at 178p, a fall

of 1p on the week. Also basking in shareholders' approval this week were the three companies that once formed part of Sir Ernest Harrison's empire: Racal, Vodafone and Chubb. All reported strong earnings, allowing Sir Ernest to wrong-foot the critics who jeered at his promise to enrich shareholders by splitting up the company: the components of the old Racal have collectively outperformed the market by nearly 300 per cent

Politics is harsher than business: Norman Lamont did not survive in office long enough to enjoy such revenge. How much he enjoys his time on the back benches will depend, in part, on whether he is right in believing that his policies will survive his departure. Kenneth Clarke's speech to the whitetie-and-tails ranks of the City on Tuesday will give the first detailed answer to that. Like the stock market, the new Chancellor perhaps has a nervous suspicion that the times are not quite as favourable as his predecessor makes out.

#### Serious Money

## The brighter side of bank charges

By Philip Coggan, personal finance editor

T NOW looks inevitable that banks will reintroduce charges for those customers who are in credit. Abbey National said this week that the move was likely within a few months.

The banks have been nervously following a "you first" approach to the issue. Rather like the process of pre-Budget speculation about tax increases, the hope may be that repeated airing of the prospect of change may diminish the protests when change actually occurs.

The industry seems to be edging towards a flat monthly fee plus additional charges for items such a stopped cheques. Chances are that the market will fragment, with some groups offering "free" banking to those who agree to keep high minimum balances.

Given the current low levels of interest rates, it may be worth keeping a high float to avoid the charges. If rates were to go back above 10 per cent, then it would be a tricky calculation as to whether the interest foregone on the float (if the same sum were kept in a savings account) outweighed

the charges. Every week, our highest rates for your money table, produced by Moneyfacts, gives details of high interest cheque accounts. The Chelsea Building Society, for example, pays 6.1 per cent on those willing to keep a minimum of £2,500 in their accounts.

Some of these accounts cannot be used for day-to-day dealings. For example, Fidelity's cash unit trust gives a chequebook to those with more than 25,000, but cheques must be for a minimum of £250. So one strategy could be to pay for as much as possible by credit card, and then pay off the bill each month with a cheque out of a high interest account.

Charging tends to be a subject on which same people feel a sense of moral outrage, perhans because of the perception.

that banks are making their customers pay for their mis-takes in other areas such as property lending. But banks, like any other business, will charge what they can get away with in the market.

The only solution for aggrieved bank account holders is to be as adept at shopping around as building society depositors. When Save & Prosper introduced a monthly charge on balances below £1,000, it found that 5,000 of the 6,000 customers affected closed heir accounts.

Admittedly, it is more of a hassle switching bank accounts than it is moving your savings, given all those direct debits which have to be changed. The best deals are likely to

come from those institutions with the lowest costs, ie those which have not invested vast amounts of capital in a branch network. Inevitably there will be some depositors who find they need the convenience of their branch and who decide, however reluctantly, to put up

with the charges.
For the rest, it may be time to recognise that there is no need to have an account with one of the big high street names. Other institutions may have a service which suits your needs better, or perhaps, as with First Direct, you may simply need to move to a different part of the same institution. There are dangers in moving to a less well-known institution - remember BCCL But bank charges may be the alarm call which investors need to alert them to the ser-

vices they have been missing.

Investment trust groups are exploiting the sector's recently revived popularity to raise new funds. Three particular areas of investment have been attracting money: smaller companies, emerging markets and

Smaller companies are thought to be due for a revival after suffering from the reces sion; emerging markets, it is argued, have greater prospects for economic and corporate profit growth; and Japan has rebounded sharply from the lows it reached last year.

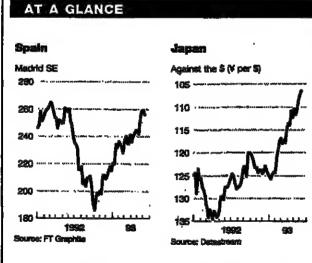
in the small company field there are issues from CW Asset Management (a vehicle for Peter Webb, who used to run Thornton's smaller companies unit trust) and a second indexed fund from Hoare Govett. In emerging markets, following a spate of offers from existing trusts earlier in the year, John Govett is launching a fund. And both Dunedin and Perpetual are floating Japanese trusts.

There is a natural temptation for small investors to opt to buy shares in new trust issues. Perhaps this is because it is easier to pick one new trust than to choose from hundreds of existing funds. And it may be that managers do better if they start with a clean

But there are drawbacks to new issue investment. The costs involved in a new issue often eat up 3 to 4 per cent of the launch capital, so that the investor is nearly always buying shares at a premium. Given that it is possible to buy shares in an existing trust, which have a published performance record, at a discount, a new issue is automatically 'expensive".

One strategy might be to wait for the trust to launch and fall to a discount before buying. Of course, if every investor used this tactic, no new trusts would be created.

Most trust launches now use devices to try to get round the discount problem - warrants, a limited life or a split capital structure. Nevertheless, if you really want to invest in a particular area, it may be worth seeing if there are well-established trusts available at a discount before taking the plunge.



#### Yen continues sharp rise

The yen continued to rise sharply against the dollar this week defying repeated intervention from the Federal Reserve. It reached a high of Y105.95 against the dollar to fall back a little by the end of the week. Underpinning the yen's strength has been a US Treasury Department report in May stating that a higher yen could help reverse Japan's huge trade surplus, it was thought that the US would be calling for a strong yen at the trade talks with Japan which began yesterday and at the summit next month of the Group of Seven

#### Spanish elections depress peseta The victory of the Socialists in the Spanish elections on June 6

prompted falls on the general share index after a period of gains. investors had anticipated a conservative win and with that lower interest rates and a weaker peseta. The Socialist election victory reduced the prospect of interest rate cuts. The Spanish equity market has risen by 40 per cent since its six year low point in October 1992, following the first devaluation of the pesets.

#### Pru and Halifax launch mortgages Long-term fixed rate mortgages were launched this week by Prudential, the life company. The rate of 9.69 per cent can be fixed for a period of 25 years (10.2 APR), 20 years (10.1 APR) or 15 years (9.9 APR). The fixed rates are portable and are available

on repayment, endowment and pension mortgages. The arrangement fee is £250 but there is no compulsion to buy insurance-related products. There is an early redemption penalty of 12 months gross interest.

Halifax has issued a range of new fixed rates available on all types of mortgages, including a fixed rate for under 10 years (until January 31 2003) at 9.35 per cent (9.5 APR). The arrangement fee is £300, and there are early redemption penalities. The mortgages are portable after retrueay 1356 first time buyers have to buy insurance related products. es. The mortgages are portable after February 1994 and

#### **BES to buy properties in Bristol**

Capital Ventures this week launched the West of England Residential business expansion scheme. This will buy up accommodation for students of the University of the West of England, Bristol, investors are given a contracted exit after five years of £1.19 for every £1 invested equivalent to a net annual return for higher rate taxpayers of 13.8 per cent and 9.29 per cent for a lower-rate taxpayer.

The university, formerly Bristol polytechnic, has undertaken to

reacquire the properties and is cash-backed. The minimum investment is £2,000 and the Issue is limited to £10m.

Where to find private client brokers Those seeking a private client stockbroker can obtain a list from the Association of Private Client Investment Managers and Stockbrokers by writing to: APCIMS, 5th floor, 20 Dysart Street, London EC2A 2BX. The list is also available to those calling 0891-335521, a line which is charged at 36p per minute, or 48p

#### Small companies index rises

Another good week for small company shares saw the Hoare Govett Index (capital gains version) rise 0.7 per cent from 1449.71 to 1459.32 over the week to June 10.

### Wall Street Retail sales catch a bad case of anaemia

THE LOUD, wooshing sound echoing around the canyons of Wall Street yesterday was thousands of dealers and investors exhaling at the same time. They had been holding their collective breath all week, fearing that a strong producer prices index number on Friday would prompt the Federal Reserve into raising interest rates as a precautionary measure against inflation. Low interest rates have sustained stock and bond markets and Wall Street's profits for two years, so any reversal in rates would represent an extremely unwelcome start to summer. Yet, when the PPI was published, those fears proved unfounded.

Wholesale prices did not budge during May and the "core" PPI, which excludes the volatile components of food and energy prices, rose only 0.2 per cent, no more than analysts had expected. The relief was palpable. Bond prices rallied and the Dow Jones index surged at the opening hell, ris-ing 25 points in the first 30 minutes before dropping back

Analysts did not have to

IR Ernest Harrison,

doubting Thomases back in their place. Chubb Security, Vodafone and Racal

Electronics - the three compa-nies he chairs after the last

five year demergers - all

reported sharply higher profits

Basking in the applause, Str Ernest allowed himself to muse

about the possibility that Chubb - capitalised at £865m -

is not that far from the FT-SE

100 index. If Chubb reached

this pinnacle Sir Ernest would

join a select club who chair

two Footsie companies built

substantially by themselves. How plausible is this for

shareholders with stakes in all

three companies expect now,

however thrilled they are by

what Sir Ernest has achieved

profits of £322.5m up from £272m, presents the clearest

picture. A glimpse of the com-pany's dominance of the UK

cellular telephone operator,

market can be gleaned from its cash flow. At 58 per cent of

Vodafone, which reported

for them to date?

And what should

for the year to March 1993.

with much glee, this

week firmly put the

May's flat inflation numbers. Also released yesterday were the May retail sales figures and they were disappointingly weak. Sales rose only 0.1 per cent last month and were unchanged, excluding the car sales figures.

Although the April sales numbers were revised upward slightly, analysts were still surprised by the anaemic May data, which suggested that consumer demand remains subdued despite the fact that the economy is into its second year of recovery. What inflation, sales (and even the recent employment) figures point to is a low-growth, low-inflation economic recovery - exactly what the less excitable of Wall Street's economists have been forecasting for the better part of a year.

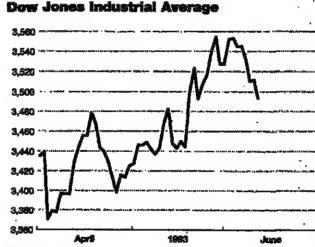
Dealers were not the only ones sweating over the inflation numbers. The White House this week kept up its pressure on the Fed not to make any hasty moves on monetary policy. On Wednes-day, President Clinton met Alan Greenspan, the Fed chairman, to repeat the administration's view that the Budlook far for an explanation for get deficit and the lack of eco-

turnover, Vodafone's cash ger

Racal Electronics - profits

few companies.

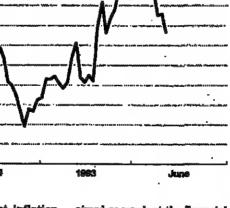
to pay.



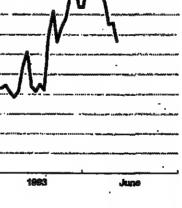
nomic growth, not inflation, are the central problems fac-

ing the country.

While such comments were



Just to make sure the Fed got the message, commerce secretary Ron Brown said yesterday that the May producer prices figures were "solid evidence that higher interest rates are unnecessary, given the current state of the ecou-



aimed as much at the financial markets as they were at the Fed. Greenspan is unlikely to take such a sanguine view of the inflationary picture.

That picture is not yet developed fully, at least for the month of May, because the consumer price index is not due to be released until next week. If the Fed is to alter the emphasis of its monetary policy (which, in April, was shifted towards a possible tightening after worryingly strong inflation numbers were released), then it will come after the CPI surfaces.

This helps to explain why the stock markets' reaction to the positive PPI data was, ultimately, so restrained. After an initial burst, share prices fell back from their highs yesterday morning and by midday were languishing, with only mildly impressive gains.

The relatively disappointing performance of stocks at the end of the week was also a reflection of renewed concerns about the economic outlook concerns that were heightened by an unexpected profits warning from Minnesota Mining & Manufacturing (3M), a Dow stock that is viewed widely as one of the best economic barometers in the market.

On Thursday, shares in 3M an industrial conglomerate which makes products that range from recording tape and office supplies to medical products and chemicals plunged 8.6 per cent after the company said second-quarter earnings would fall short of market expectations. It blamed the slowdown in the

economy. The sharp slide in 3M dragged down the Dow as well - the entire 20-point drop was attributable to 3M's

Another market leader warning about its profits outlook this week was Apple Computer, one of the biggest stocks traded on the electronic Nasdaq market. On Wednesday, Apple said its earnings in the second half of this year would be less than those for

the same stage of 1992. Unlike 3M, however, Apple's sales are not struggling. The computer giant is suffering from the fierce price war among personal computer manufacturers, which is shrinking its profit margins. Price wars, of course, are

usually the result of too many sellers chasing too few buyers. In other words, the weakness of consumer demand and the economy is hurting Apple, just

Patrick Harverson 3522,13 - 13.01

3510.54 - 21.59 3511.93 + 01.39 Thursday 3491.72 - 20.21

utive, is setting that right and

has stripped out working capi-

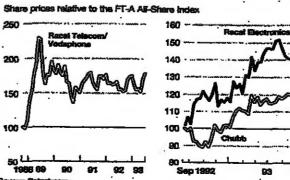
tal as well as enhancing mar-

#### The Bottom Line

## Why Sir Ernest can smile

erating ability is matched by Operating margins of 46 per cent give an equally revealing snapshot of how its competitors have consistently failed to mount effective competition. What is more, as economic recovery emerges, there seems to be scope for further growth in its market and surprisingly little sensitivity about the price subscribers are prepared

up from £16m to £52m ents a more mixed picture, as might be expected from a company once described by Sir Ernest as the "rump" of the Racal businesses. At the operating level, almost all the improvement in profits last year emerged from a sharp Irrespective of how competitive this market is - and like the increase in margin in the Data Communications division, the personal computer market it is fiercely so - there is clearly



Data communications proscope for more improvement here. Elsewhere, Redac, the comduced margins of only 3.4 per cent on sales of £371m including profits from high margin data network services.

puter-aided design business which increased losses last year, and should be turned around ready for disposal. The potential of the other business is further down the David Peacock, new chief exec-

track. The UK government is about to award the Bowman communications contract for the British army, which would be profitable to Racal later this decade; and the group has won some exciting orders in its avionics division to put telephones in aircraft.

What is most encouraging for shareholders is that Racal has started to squeeze large quantities of cash out of what was a fairly relaxed organisation before demerger. On balance, Racal may not be the best recovery story

around but the management has a lot to play with. Chubb Security's 64 per cent profits increase to £62m, has been a story of cost cutting and margin improvement another reminder to shareholders how little the non-Vodafone businesses attracted management attention in the past.

gins. There is more room for margin improvement although the easy bit has obviously been done. Once the business has been licked back into shape, the secret will be whether the electronic security side of the business can be grown. As the com-

pany points out, rising crime should mean Chubb is selling

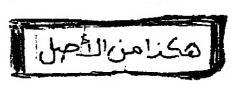
into a growing market but its

own sales have yet to demonstrate this growth. Chubb has always been cash generative - in the Racal family it took over the role of banker to the group once Voda-fone floated. But growing electronic security requires a heavy capital spend in the initial phase. At the moment

Chubb appears to have a relatively modest capital expendi-If Sir Ernest is to fulfil the dream of making Chubb a Footsie company, investment may need to increase and the group may need to move fur-ther into the domestic market.

Richard Gourlay





## Dread disease: the insurance for critical cases

Bethan Hutton says that many people have never heard of this cover; yet, it can cushion family or firm from serious financial trouble

enough to put anvone squeamish. But although it has been available in Britain for several years, many people have not heard of dread disease insurance, even under its other, less Gothicsounding name of critical ill-

ness insurance.
Basically, it is designed to pay a lump sum when one of a defined list of serious illnesses is diagnosed, chief among them heart attacks, strokes and cancer. While such problems are common, statistics show you are more likely to contract a critical illness than to die before retirement age. Watsons, the actuarial firm, says that a man aged 40 has a 1:12 chance of dying by the age of 60 - but a 1:10 chance of getting such an illness.

The concept of this insurance stems from the fact that the impact of serious illness on a family's finances can be worse than death.

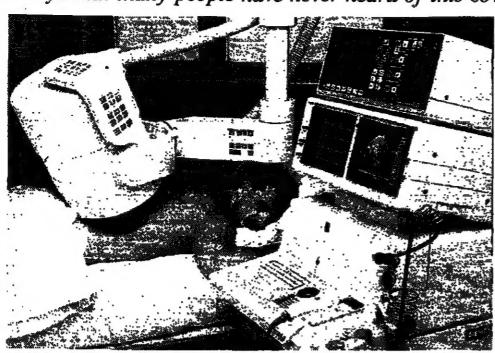
Unlike life assurance, critical illness insurance pays out before death; the illness does not have to be terminal. And, unlike permanent health insurance, the amount paid out is

THE MAIN conditions covered by all critical illness policies are heart attack, some types of heart surgery, cancer, stroke, kidney failure, paralysis, and major organ transplant.

Definitions can, however, vary widely and a large number of other conditions are covered by the different insur-

The sum assured is usually backed by units in investment funds. Insurers often quote two levels of premiums. "Maximum" means that premiums and the sum assured are guaranteed for a set time limit, usually five or 10 years; after that, premiums can be expected to rise if the sum assured is not to fall.

With "standard" cover, the sum assured and premiums should remain steady for life if the funds involved achieve growth at the projected rate. But, if they do not, then any cash value built up might be



ings or inability to work. Recipients are free to spend the lump sum how they choose: for instance, on home nursing care, a holiday to recu- arises when you start to look

not necessarily related to earn- perate, to pay off the mortgage, or to make home alterations to take account of new disabilities. So far, the idea seems simple and useful. But confusion

at the details of individual poli-

Some also provide a death benefit; some acquire a cash

partial payments on diagnosis of certain less-serious conditions; some pay out when you become unable permanently to do your own job, while others say you must be incapable of doing any job. Most importantly, the definitions of the core illnesses can vary in small but crucial details.

The one disease excluded by all the policies is Aids. Indeed, the only claim any insurer will accept for an HIV-related illness (and only some will do this) is if it can be proved the virus was contracted from a blood transfusion in the UK while the policy was in force something that is highly unlikely given the rigorous screening procedures now adopted. But baemophiliacs

are excluded even from this. Confusion over the level of cover provided by different insurers is one reason that many independent financial advisers have been reluctant to deal with critical illness insurance. So, in an attempt to clarify the sector, a working party from the National Federation of Independent Financial Advisers has produced a list of standard definitions for the main conditions covered.

While only a handful of

with changes, and additions have been made since then. Pegasus is planning to adopt at least the equivalent of the NFIFA standard definitions.

It offers two levels of cover - Priority, limited to the core

time plan costs £126.36 a month.

insurers - including Life Association of Scotland and Friends Provident - has agreed to adopt the list so far, others are considering it. At the least, the NFIFA is asking all insurers to make sure their definitions are as extensive as the list by autumn this year.

Countrywide, one of the largest networks of IFAs, has examined most of the 60-odd policies on offer to check their definitions of key dread diseases. It was looking for definitions that would give clients the best opportunity to make a valid claim, which meant that those worded vaguely or too narrowly were out.

Stuart Fulkes, one of Countrywide's researchers, said they had discovered that seven conditions were most likely to attract claims. "Others are unlikely situations or marketing gimmicks. Policies should at least be competent in the core areas - after that it is just

panies with definitions it deemed acceptable: Allied Dunbar, Cannon Lincoln, Commercial Union, Eagle Star, General Accident, Guardian Royal Exchange, Liberty Life, London Life, Pegasus, PPP Lifetime, Prolific, Scottish Amicable, Skandia Life, Sun Life, Windsor Life and Zurich Life.

Medical jargon can also put off potential customers who want to know exactly what a policy will cover. Several companies, including Allied Dunbar and Life Association of Scotland, now provide a plain English guide - in readable type - explaining their defini-

As critical illness cover remains a relatively recent addition to insurers' portfolios, new applications are still being invented for it, such as an add-on to endowment policies. it can also be taken out by businesses as a back-up to keyman life insurance. If a part-

Countrywide found 16 com- ner, director or other key employee becomes seriously ill the pay-out compensates the company for their loss or allows their share of the business to be bought out.

Adrian Kemp, an employee benefits consultant with Berry, Birch & Noble, sees critical illness cover as particularly relevant to the executive and keyman markets, but he also expects growth in the general sector. "I think it is going to be a developing market for the rest of the decade," he says. "We will see significant inno-vations - possibly more insurers entering the market, and

that would be no bad thing." David Thompson, a director at IFA Noble Lowndes in Bristol, adds: "The attraction of critical illness cover is that an individual might not want to work any more. If somebody is struck down by a heart attack through stress, the last thing they want to do is go back to work."

## What you'll pay

used to make up the shortfall, or the premiums may increase. Reviews normally take place

every five or 10 years. Because of the complexity of the subject, you should always discuss your needs with a financial adviser before making any decisions. The following is a selection, not an exhaustive list, of companies offering critical illness insur-

The premiums quoted are for the most comprehensive standard cover for a male nonsmoker aged 40 next birthday, including death benefit, with a sum assured of 2100,000. But because levels of cover can be very different, the premiums may not be comparable

■ Abbey Life has offered criti-

cal illness insurance since 1987. It says it will be moving cash benefit cover, which can be combined in any pattern. to adopt the NFIFA's definitions at the first reasonable The fullest cover costs £122.85 on a standard premium basis.

Friends Provident has opportunity, but its own defi-nitions are very similar. Standard cover is £126.35 a month. already adopted the NFIFA ■ Allied Dunbar's Lifestyle guidelines for critical illness range of policies was reoptions on mortgages. Standalone policies are under launched in February. Before doing so, the company looked review and, when re-launched, the guidelines probably will be at the definitions on which NFIFA was working and says its own are at least as extensive. Premiums for Lifestyle Plus, the most comprehensive cover, are £126.48 a month.

provide a range of options

such as permanent disability,

used. The premium for a stand-alone policy is £132.25 a ■ Life Association of Scotland recently re-launched its Vitality policy, with an expanded list of illnesses covered, and Cannon Lincoln was, in 1986, the first to offer critical illness cover in the UK. Its has adopted the NFIFA definitions. Standard cover costs Financial Foundations plan was launched last month to £128.63 a month.

■ Pegasus' critical illness policies were re-launched in 1991

illnesses, and Ultimate, including permanent disability etc. The monthly premium for Pri-ority is £103.35, and for Ultimate £127.05.

■ Prolific will be adopting standard definitions in its Self Assurance plan by the end of the year, and for critical illness cover on its mortgage plan by mid-July. It offers both personal and business policies. Personal cover costs

£104.49 a month. ■ Skandia Life is about to adopt the NFIFA definitions, including applying them to existing policies, except where the existing definition is broader. Cover under the Life-

#### Directors' Transactions

Mercury Asset Man ......OthF

PERPETUAL has proved itself capable of producing consistently above average performance from above-average performance from its fund management business and its shares have reflected this success. They have outperformed the market by almost 280 per cent over the past year, so it is hardly surprising that directors see this as an opportunity to take profits. Robert Yerbury has sold 20,000 at 470p, leaving him with just 53,000. By far the largest shareholder on the board is chairman Martyn Arbib, with more than 18.5m.

more than 18.5m. Shares in Yorkshire Chemicals appear to have regained institu-tional favour after dropping as low as 250p last September. Philip Lowe, the chairman and managing director, has sold 100,000 at 385p, reducing his holding to 74,000. The company completed a 1-for-5 rights issue in Management of the state of the state

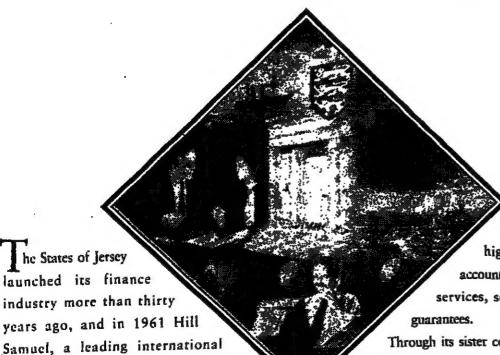
March, raising around £24m. International Food Machinery came to the market last December and has performed well.
Announcing results for 1992, the board indicated that first-quarter board indicated that first-quarter performance was satisfactory and that it was confident about the rest of the year. Managing director John Holroyd and Sean Kelly have sold 80,000 and 50,000 shares respectively at 68p. Colin Rogers, The Inside Track

DIRECTORS' SHARE TRANSACTIONS IN THEIR OWN COMPANIES (LISTED & USM)							
Company Secto	r Shares	Value	No of directors				
SALES							
Berry Birch & Noble Ins8	39,377	67	2				
Burmah Castrol	145,128	1,019	1'				
Claremont Garments Text	50,000	172	1				
Cowie (1) Motr	410,000	882	2.				
Dencora Prop	50,000	70	1				
F&C Pacific Wts InTr	10,000	20	1				
Hall Engineering EngG	9,500	21	1				
Intl Food MachineryBuSe	130,000	88	2				
Leeds GroupText	15,000	72	1				
Perpetual OthF	40,000	189	2				
Tibbett & BrittanTran	50,000	375	1				
Unilever FdMa	4,972	51	1.				
Vosper Thomsycroft EngG	2,310	13	1				
Watmoughs Med	5,000	34	1				
Willis CorroonInsB	10,000	19	1				
World of LeatherStor	600,000	360	2				
Yorkshire Chemicals Chem	100,000	385	1				
PURCHASES							
Amicable Sm EnterprInTr	10,000	10	1				
Bluebird Toys Misc	6,000	14	1				
Britannic Assuranceinst.	1,000	15	1				
Fairway Group Misc	30,000	21	1				
Hemmerson Prop A NV Prop	22,000	75	1				
Leird GroupMotr	6,000	17	1				

Value expressed in 2000s. Companies must notify the Stock Exchange within 5 working days of a share transaction by a director. This list contains all transactions, including the exercise of options (\*) if 100% subsequently sold, with a value over £10,000, information released by the Stock Exchange 1-4 June 1983.

Source: Directus Ltd., The Inside Track, Edinburgh

## Hill Samuel first in Jersey



industry more than thirty years ago, and in 1961 Hill Samuel, a leading international merchant bank, was the first to accept an invitation from the Island's authorities to establish a presence in Jersey.

Today, the Bank provides a confidential and professional service both to personal and corporate clients alike.

Offshore banking services include a comprehensive range of call and fixed deposit accounts in sterling and most major convertible currencies, a sterling

high interest cheque account, foreign exchange services, secured loans and

Through its sister companies the Bank will provide access to other offshore financial services including trust and company formation, portfolio management and a wide range of offshore funds.

Hill Samuel Bank (Jersey) Limited is a member of the UK based Hill Samuel group of companies.

Hill Samuel, your first choice in offshore banking. Enquiries for individual requirements or for further information should be addressed to Kaye Fontaine, Client Services.

HILL SAMUEL

Hill Samuel Bank (Jersey) Limited • P.O. Box 703 • 7 Bond Street • St. Helier • Jersey JEA 8ZZ Telephone: 0534-604604 • Fax 0534-604606

## Trade At A Discount In Markets Worldwide

If you make your own investment decisions, Fidelity's International Investor Service offers a simple and unapersive way to access. world markets to the state of a substantial discount over traditional full cost stratoprokers - just companie compassion levels in the schart. Currence contestions are done in no come charge when associated with a trade, and our linked

multi-currency offshore Money Market Account pays interest on all uninvested cash balances. The international investor can trade on UK, US, Continental European and other major markets through the Fidelity international Investor Service, all at a substan

#### Consider the benefits

- Califer dealing numbers from Europe
- Up to Ple savings on commission
- ✓ Trading is Continental Europe and other major markets
- ✓ Unit trusts and minual funds
- ✓ Multi-currency Money Market Account ✓ Free real time trading information
- ✓ Open until 9pm UK time
- ✓ Worldwide reputation

What's more you have the reassurance of the Fidelity name — one of the leading and most respected stockbroking and fund management groups in the world.

Call or write for details and an application.

International (44) 732 838811 UK Callfree 0800 222190 9am - 9pm UK time (7 days) Fax (44) 732 838911 (anytime)

al discount.	Protection in the second
	(N3)-4
7 27 1	ty Brokerage Services Limited,
25-26 1	grat Lane: London EC3R 8LL
	United Kingdom
Blesse send me m	ore information and an application for
Pidelity baternal	inital Investor Service.
Mr/Mrs/Miss (Plea	
Address	
4.5	Postcode
Tel. No.	Day/Eve (please circle)
(so that we may call	you to answer any questions you may have)
Nationality	
l trade approximat	tely times a year.

† Based on a March 1995 Fidelity survey of 8 European Brokerage finite

STET - Società Finanziena Telefonica p.a. gistered Office in Turin - Heed Office in Flome hare Capital Lit. 4.600.000.000 000 fully pad

#### SHAREHOLDERS' GENERAL MEETING

The STET Shareholders' General Meeting presided over by Biagio Agnes was held in Turin, on 3rd June 1993.

#### The General Meeting resolved:

- Board of Directors' Report and Financial Statements for the year ended 31st December 1992 - audited by Arthur Andersen & Co. s.a.s. - showing a net profit of Lit 775 billion:
- the following distribution of net profit:
- Lit. 39.1 billion to the legal reserve;
- Lit. 247 billion to the reserve for reinvestment in the South of Italy. · Lit. 488.9 billion to the Share capital, in the proportion of Lit. 120 (12% of the

par value) for each of the 1,446,900,000 savings shares and of Lit. 100 (10% of the par value) for each of the 3,153,100,000 ordinary shares. The General Meeting examined STET Group's consolidated financial state-

ments that show a net profit of Lit. 1,425 billion, of which Lit. 965 billion attributable to STET, sales of Lit. 27,167 billion, capital expenditure of Lit. 10,637 billion. The General Meeting decided the number of Directors as twelve and appointed, for the financial years 1993, 1994 and 1995, as Directors: Biagio Agnes, Silvano Allevi, Pietro Ciucci, Vittorio Di Stefano, Enrico Micheli, Alessandro Ovi, Pietro Rastelli, Michele Savarese, Franco Simeoni, Michele Tedeschi, Carlo

Tedeschini Lalli, Duccio Valori. The General Meeting also appointed, for the same years, as members of the Board of Statutory Auditors: Pietro Adonnino as Chairman; Giulio Buratti, Nicola Cusmai, Piero Gnudi and Ugo Nicoli, as Statutory Auditors; Aldo De Chiara and Giovanni Meo, as Alternate Auditors.

The Board of Directors, during the meeting which took place after the General Meeting, confirmed Biagio Agnes as Chairman, and appointed Michele Savarese as Deputy Chairman, Michele Tedeschi as Managing Director. General Manager is Admiro Allione. The Joint General Manager Filippo Gagliano was confirmed as Secretary to the Board.

#### PAYMENT OF DIVIDEND

As resolved by the Shareholders' General Meeting the dividend for the financial year 1992 will be paid from the 17th of June, 1993, in the gross amount of Lit. 120 per savings share and of Lit. 100 per ordinary share (for both cases against detachment of coupon n. 4) with the Company's Treasury Department at 28 Via Bertola, Turin or 41 Corso d'Italia, Rome; with duly-authorized banks mentioned in the Notice Convening the Shareholders' General Meeting and through Monte Titoli S.p.A. for the shares managed by it.

## SILI

#### DYNAMIC UK EQUITY INVESTMENT

## ONE YEAR ON-TOP QUARTILE DEBEUDMUNCE

Take two strong investment teams. Combine them. What do you get? An even more powerful team. Take, for example, the performance

QUARTILE PERFORMANCE **Guinness Flight High Income Trust** 

Guinness Flight Recovery Trust

Temple Bar Emerging Compenies Fund

Temple Bar Small Companies Fund of our UK equity unit trust managers. Over the year since the Guinness Flight and Guinness Mahon equity teams merged, all

our UK equity unit trusts have

respective sectors over one year\*. The even better news is that our High Income, Recovery and

Emerging Companies trusts are also available for tax-free investment through the Guinness Flight Equity Selector PEP. It offers top quality PEP performance with the added attraction of a low initial charge of just 2%.

For the full facts and figures on Guinness Flight's UK equity unit trusts and the low charge Equity Selector PEP call Ann-Marie

Martyn on 071 522 2111 now. CIUENNESS PLECIET UK EQUITY UNIT TRUSTS

top q	uartile	perfor	mance	in thei	r	OIC I	4011	IUN	ri th	0010
	14.30			3248	10000			2.00		
					tur PEP or o Asset Manua					I ZNR
Tale	——-	nitisis		_Name						1965-60
Address .										

### THINKING OF BUYING **BT3 SHARES?**

Why the BT3 offer looks best through a Pep. Read Investors Chronicle this week 11-17 June 1993

From your local newsagent every Friday £1.60

FINANCIAL TIMES





### FINANCE AND THE FAMILY

## Henderson to merge trusts

Touche Remnant takeover leads to major reorganisation, reports Philip Coggan

reorganising its unit trust range following its acquisition of Touche Remnant. The combined group will aim to reduce the number of trusts under management from 35 to 21 via

a programme of mergers. In the majority of cases, TR trusts will be absorbed by Henerson funds although, in some instances, a TR manager will take over running the trust. All mergers will need to be approved by unitholders. At least 10 per cent must vote on the issue and, of those, 75 per cent must vote in favour.

When mergers occur, investors' units are transferred on an offer-to-offer basis. Suppose you owned 100 units in fund A, where the offer price was 100p. making your holding worth £1,000 (before the cost of the spread). If fund A merges with fund B, where the offer price is

W UK Growth. This will consist of three trusts. Best of British, which will absorb TR General Growth, invests in well-known UK companies and will be managed by David Gillott. Special Situations will continue as before. UK Smaller Companies will be formed by merging TR's Smaller Compa-nies and Special Opportunities funds, and will be managed by

■ UK Income. There will be four trusts in this sector. Income & Growth will be formed when Henderson Income and Growth absorbs TR Income and Growth and the manager will be former TR man Gary West. The High Income fund will absorb Henidend and will be managed by James Henderson. The remain-

John Alexander.

here with TR Worldwide Special Situations, TR Overseas Growth & Henderson Global Resources all being merged into Henderson International, run by Rupert Carnegie. The former Henderson Fixed interest fund is changing its name and objectives to become the Global Bond fund under ian

Dickson. The other two inter-

national funds, Global Technol-

ogy and Family of Funds, are

not changing.

US. The TR American Growth will be absorbed by the Henderson American Smaller Companies fund, run by Davina Walter. The other fund in the sector, North America (managed by Chris Galleymore) invests in larger US

■ Far East. A big merger in this sector with TR Far East ing trusts, Extra Income and Opportunities, Spirit of the

200p. you will receive 500 units.

The new range of trusts divides into five sectors:

Preference & Gilt, will be run being absorbed by the Asian Enterprise fund. Asian Enterprise fund. Asian Enterprise fund. prise, run by Heather Manners invests in Asia, excluding Japan. The TR Japan Growth fund is also merging into Henderson Japan, managed by Michael Wood-Martin. Henderson's other two trusts in the area, Japan Special Situations and Pacific Smaller Companies, will continue as before. ■ Europe. No changes here with four funds remaining in place: European Special Situa-

tions, European, European

Smaller Companies and Euro-

pean Income. Can investors lose out from the process? Because exchange is taking place at offer prices, one way investors could suffer would be if the bid-offer spread of the new trust was wider than on the existing holding. Another problem would occur if the annual charge on a new

fund was higher than on the

old fund. But Henderson says the charges on the two groups products were pretty similar. A fund manager who take over another's portfolio may want to sell the unwanted stocks, involving the fund in

higher than usual dealing costs

and affecting performance. Finally, investors also need to be know when the merged fund has different objectives from their old fund - someone who opted specifically for Henderson Australasian, for example, might not want to invest in a more general fund.

Having said all that, there are far too many funds in the unit trust industry and rationalisation is inevitable. If funds neither the investor nor the manager is likely to get a good deal. So, provided existing unitholders are aware of the possison to be concerned about the

Henderson reorganisation.

PRELIMINARY RESULTS

#### The Week Ahead

KENWOOD Appliances, the domestic appliances company that floated last June - and made a profits warning three months later - is expected to report preliminary pre-tax profits of about £9.5m on Monday, up from £9.3m.

Despite a better second half and the acquisition of Tricom in Hong Kong last November, earnings per share are unlikely to be ahead as significantly as expected by some at the time of the float.

The City will be keen to have an undate on the restructuring programme at FKI when the electrical engineering group reports annual results on Tuesday. Bob Beeston, chief executive, has seen FKI's share price nearly treble in value since he was brought in from BTR at the beginning of last year. Analysts, who expect pre-tax to about £37m, will also be interested in the state of the group's large US automotive

Granada, the leisure, television and computer services day to announce healthy pretax profits of about £87m for the 26 weeks to March 27. This will compare with £57m last time, although that was for a 28-week period.

Modest progress is expected in both rental and television with about £5m profit, against services. Noting that investors were showing greater interest in the leisure sector, Bruce Jones, leisure analyst at stock-broker Smith New Court, said they felt "comfortable" with Gerry Robinson, the chief exec-

NFC, the transport and logistics company, is set to report interim profits on Wednesday of about £40m, virtually unchanged from a year ago Analysis will be watching for further signs of growth from its US logistics business. They will also want to see the effects of the sale in January of the company's waste management division. The sale will depress the transport division's profits. but reduce significantly group

interest costs over the year.

Dawson International is due to report its results for the year to March 31 on Thursday. One of Britain's biggest clothing manufacturers, Dawson is expected to double its profits to £32.5m. Earnings will grow to 13p (10.4p) per share.

Company	Value of bid per	Maries	Price before	Value of bid	
bld for	sitery**	price"	bld	£ms"	Bidder
	Prices in pr	nce uniess	otherwise	indicated	
Aberdeen Pet.1	177	17%	18	6.39	Pittencrieff
Bexbuild Day.	88	87	78		Philip Shapiro
Buckinghem	2%"	814	416		Purileus
Ersidne House 1	30*	90	34	84.70	Alco Standard
Headline Pub.	106 🎞	400	298	48.90	Hodder&Stoughted
Lee (Arthur)	159	159	136	53.42	Carcio Engig.
Savage ‡	79	82	71	47.2	McKechnie
Securioused	270	303	185	59.20	Rentokii
TIP Europe I	42*	411/6	251/2	71.0	GE Capital
Teredo Pet.	514	6	5	1,31	Caim Energy
Therman TV	200*	196	175	98.00	Peerson

	RES	ULTS DU						
			0	tvidend (p	<del></del>			
ompany		Annopus	Lost	Jee.	This year			
	Sector	due	Int.	Final	int.			
NAL DIVIDENDS								
VH Holdings	H&H	Thursday	5.4	10.95	5.8			

Booth Industries Eng	Fridey .	0.7	25	0.7
Bradford PropertyProp	Tuesday	2.0	2.45	24
Brockhampton Hidge	Truraday	1.65	3.3	2.2
Cambridge Water	Frictory	45.0	70.0	55.0
Cater AllenOtFn Channel Holdings Mirs	Thursday	6.0	30.0	7.0
Channel Holdings	Tuesday		-	-
Chillington Corp	Monday	0.5		-
Chlorida GroupBec	Thursday	-	-	-
Crafg & RoseOtin	Wethering	2.0	12.5	2.0
Dent Group BeSr	Trursday	1,3	20	1,5
Devenport Knibyser Tex	Thursday	-	8.25	-
Dawson Int'l Tex East Michaels Eactricity Sec	Thursday	2.9	6.1	29
Fast Michards Electricity	Monday	5.1	120	5.72
ACI Eng Foreign & Coloniel Smeller	Tuesday	. 1.0	1.3	1.2
foreign & Coloniel Smeller in?r	Monday	0.65	1.7	0.66
321 kat'l Eng	Toursday	2.47	4.85	247
<b>Serrity Oil &amp; GassO&amp;</b>	Thursday	-	1.0	-
2E lot"	Tuesday	2.75	3.85	3.0
Cerrerood Appliances Elec	Monday		-	1.5
-ector (130mm)	Thursday	0.35	0.85	0.35
ManwebBec	Tuesday	5.45	12.6	5.1
delville Street lavinTr	Tuesday	1.5	2.5	1.5
Hountview Estates Prop Hebo Group Hisc	Wedneedey	8.0	10.0	8.0
lebs GreepVies	Monday	1.5	25	1.5
Vorthern Investore InTr	Friday	3.5	5.0	2.0
Oceana Consolidated	Thursday	-	1.0	-
Porter Checkurn	Tuesday	0.85	1.65	0.85
ortsmouth & Sandarland Myd	Wednesday	2.73	5.87	2.54
tamco Of ServicesOSG	Thursday	-	2.0	
Vegetien Properties Prop Refelend Prop Revers Treet Wet	TRANSCORY	1.5	-	-
SafelandProp	Thursday	9.14	0.14	0.08
levern Trent	Thursday	6.4	12.9	7.0
Footh Wales Electricity	Truncing	5.8	13.6	6.6
louthern Weter	Triumday	6.5	13.0	7.1
Hanley LeisuraHSL	Monday	1.9	3.5	1.52
thring GroupTex .	Wednesday	9,5	1.15	0.5
iwen (John) & Sone Misc	Friday	-	15.0	•
otal Systems	Fridey	0.75	1,5	1.5
olex HoldingeBes	Tuesday	8.5	10.5	6.5
Yeltroon Eng	Tuesday	8.8	1.4	0.3
Velst: Water Wat	Tuendev	7.13	14.27	7.8

Volex Housings — Bec Weltman — Eng Welsh Water — Wat Wesser Water — Wat	Tuesday Tuesday Tuesday Tuesday Tuesday	6.5 0.8 7.13 6.6	10.5 1.4 14.27 12.9	7
STREET DIVIDIDE				
Seniors lev Tet	Pricing	0.86	0.86	0
Chemring GroupMiec	Wednesday	10.9	21.72	
Chide BlowersEng	Tuesday	0.83	7.07	
Bactre law Tet	Trusmoley	3.3	5.4	
Electronic Data Processing	Friday	20 1.2	3.1	
Greinger Tet Prop	Friday		4.05	
Granada Group	Wednesday	2.75	4.85	
Henderson Strata layhiir	Friday	-	1.4.	
Kleinwort Charter lay Tet Iniiir	Thursday	1.25	3.76	
Lloyd (David) Leisure	Tuesday			
London & ChydenideC&C	Tuesday	1,8	2.7	
London Scottleh Benk OtFn	Wednesday	0.96	2.05	
MAWFORt	Monday	1.0	1.5	
NFC Tran	Wednesday	1.5	2.5	1.3
Pover Plate & Gan lay Tatbill	Thursday			

## 44,400 (42,100) 11,36 321 (, 22,060 L) -28,300 (22,700) 30,4 1,280 (1,200) -185,400 (171,300) 56,4 H - H 125, 125, 125 # 160 (145) (H) (1.85) (H) (25) (1.85) (H) (27) (H) (B1.1) 17.85 (17.85) (191,000) 41.7 (3,590 L) -(3,700) -(1) -(3.35) 1,67 (36.4) 8,16 (5.6) 4,875 (3.5) 7,9 (+) - (+) (+,4) 10.0 (10.0) (25.4) 14.0 (12.8) (#4.4) 18.0 (22.873) (54.33) 42.0 (#1.0) (10.07) 4.0 (8.4) (8.4) 0.25 (1.05) (4) 4.0 (8.4) (28.0) 10.3 (8.6) (15.6) 7.83 (7.63) 9,500 (14,100) 10.3 94,900 L (19,100 L) -1,660 2,690 10.6 9,490 (7,870) 27.4 12,600 (11,000) 53.8 12,400 (12,900 L) 10.5 14,400 (18,600 L) 10.5 3,600 (1,800 L) 10.5 3,600 L (1,800 L) 10.5 466 L (1,800 L) -(24.46) (48.4) (2.69) (16.53) (23.85) 23.86 (10.7) 1.3 (3,180) (1,630) (3.250) 4.41 (697,900); -(201,900) 20.1 (61,100) 100.7 (8,930) 20.4 (8,560) 15.3 (84 L) 28.4 (95,700) 36.5 (18,600) 20.7 (1,760) 14.9 (2,000) 10.8 (2,000) 10.8 (2,000) 11.52 (46,000) 12.7 (66,100) 11.52 (46,000) 12.7 (66,300) 18.1 (44,600) 18.1 (44,600) 16.3 (302) 5.73 (2,840) 16.3 (302) 5.73 (2,840) 16.1 (2,700 L) 65,700 31.3 (271,800) 22.07 (884 L) 2,780 583,2002 194,820 163,200 163,000 11,900 10,900 10,900 40,700 425,200 25,200 2,000 4,100 4, (18.7) 8.4 (85.8) 22.5 (18.7) 12.0 (14.7) 4.5 (10.2) 8.0 (1) 10.0 (8.9) 4.0 (8.9) 4.0 (8.9) 4.0 (8.9) 4.0 (8.9) 4.0 (8.9) 4.0 (8.9) 4.0 (8.9) 4.0 (8.9) 5.0 (8.9) 4.0 (8.9) 4.0 (8.9) 6.0 (8.9)

The best selling GREECE pensions magazine. The FT proposes to publish this survey on

On sale now at all major newsagents £2.95

**FINANCIAL TIMES** MAGAZINES

For subscription details telephone 0891 123 605

July 8 1993 Greece's complex internal and external problems will be analysed in depth in a broad-ranging and comprehensive survey to be published by the Financial Times.

For a copy of the editorial synopsis and advertisement rates, contact:

Alec Kitroeff in Athens Tel: (1) 671 3815 Fax: (1) 647 9372

Connie Davis in London Tel: (071) 873 3514 Fax: (071) 873 3428

FT SURVEYS

	MI	FIM ST	ATEMEN	TS		
Company	Sector	Half-year to	Pre-tax (800		civida per aha	de"
Aberdeen Tet	Offin	Mar	961	(1,040)	0.5	n/
Slick .	Bec	Mar	4,370	(3.670)	5.3	(3.
Buradene Inv	Mus	Apr	2,290	(2.070)	0.5	0.27
Carr's Milling	FcB/se	Feb	610	(125)	1.0	C.
Chrystalis Group	HEL	Feb	104	(10,600)		•
Control Techniques	Sec	Mar	3.720	(1,570)	2.35	21
Daily Mail	Med	Apr	21,200	(19.100)	36.0	(32
Deventati (JA)	<b>B80</b>	Mer	4,640	63.950	1.825	ď.
Eldridge Pope	880	Mer	203	(84 L)	. 14	(1.8
Бигосору	Mac	Mar	1,220	(721)	0.5	(I
Cartmore Scotland	InTr	Aore	961 5	(1.210 S	7.2	B.
Greencore "	Folkla	Mart	17,100	(18.200)	3.3	(3)
CMR	Med	Mer	317	(254)	4.0	(B)
laceceles	n/a	Nov	71.200 #	(102,3004)		-
Johnnon & Firth	MENT	Mer	2.070	(3.320)	1.0	a.
Louises	Miles	Mar	1.540	(615)	2.0	2
Manuskin Holdings	InTr	Apr	192 L	(378)	-	1
McLeod Russell	Misc	Mar	1,910	(2.050)	2.75	27
Horen Holdings	Plan	Dec	398 L	()	Euro	421
Murray Enterprise	In Tr	Mar	30	(43)	_	1
Hectronics Tech	Bec	Mer	956	(1,140)	0.85	(0.8
RCO Holdings	BaSr	Mar	2,410	2.270	4.95	(4.6
Banderson Electronic	Bec	Mer	1,800	(1,800)	4.5	(8)
Malson & Philip	FOR	Apr	4,010	(4,140)	44	(4.2
Mestern Selection	Sec	Mer	24 #	(27 m)	707	- (

RIGHTS ISSUES

Brown & Jackson is to raise £21m via a 2-for-5 rights issue at 12p.
Burlord Holdings is to raise £41.9m via a 3-for-5 rights issue at 82p.
Clork (Matthew) is to raise £12.9m via a 4-for-9 rights issue at 82p.
English Calas Clays is to raise £113.4m via a 1-for-8 rights issue at 35p.
English Calas Clays is to raise £15m via a 1-for-8 rights issue at 35p.
Moram Holdings is to raise £25m via a 2-for-1 rights issue at 35p.
Subdille Speatones is to raise £25m via a 8-for-20 rights issue at 3%p.
Wisspey (George) is to raise £164m via a 1-for-4 rights issue at 148p.

OFFERS FOR SALE, PLACINGS & INTRODUCTIONS

AG Holdings is to Join the majost vix a placing of 8.82m shares at 125p.

Competigit is to float vix a placing & offer for sale at 148p.

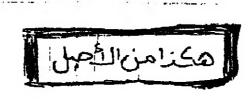
Court Cavendish is to join the shock market vix a public offer & placing giving the cornerted captification of 240m to 250m.

Deven is to raise 250m vix an offer for sale.

English law 7st is to raise 250m vix an offer for subscription.

Pine Decor has come to the market via a placing of 5.39m shares at 210p.

Southeasd Property is to raise 224.4m via a placing & open offer.



#### FINANCE AND THE FAMILY

## Taking the risk out of travelling

Bethan Hutton investigates holiday insurance policies and finds that not all are the same

travel insurance pol-icies might be offputting when plan-ning a holiday, but it is not safe to assume that all policies are the same.

If your shiny new camcorder is stolen on its first outing abroad, you could find yourself with the option of claiming under three or four different policies. Travel insurance is the most obvious but there is also your home contents policy (if you have all-risks cover) and automatic, short-term cover if you bought the camera with a credit card. If it is stolen from your vehicle, you might also have a claim under your car insurance.

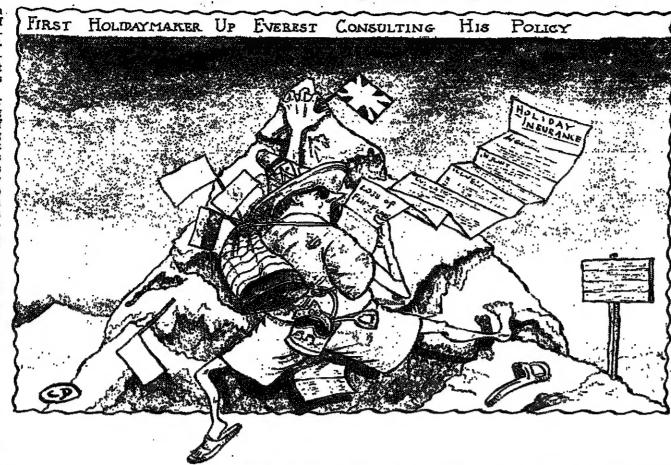
if, however, you decide on impulse to go scuba diving one day during your holiday, and are unlucky enough to injure your foot on a coral reef, you might not be covered at all. Most travel insurance covers theft of possessions, but it often excludes injuries received during activities considered dangerous, such as div-ing or mountain climbing, unless you have made special

Before you can choose a travel policy, you need to know where you are going, what you will be doing there, what you will be taking with you, and for what you are insured

aiready. Unlike all-risks household insurance, travel insurance is unlikely to provide new-for-old cover for your possessions. There could be a relatively low limit for individual items, which could mean that your expensive watch (or even designer luggage) is best left at

Look through your existing (non-travel) policies to see what is covered. If, for example, your ali-risks cover excludes the part of the world to which you are travelling, you need a travel policy giving adequate cover for everything you take.

Some insurers give a discount on their travel premiums if you opt out of baggage insurance because you feel your home contents policy provides enough all-risks cover for that.



National & Provincial, for one, charges 20 per cent less. Medical expenses are proba-

bly the most important element of travel insurance. An E111 form, available from the post office, entitles you to reciprocal medical care in This reduces the cost of

treatment but will not necessarily make it free - and it certainly will not pay for emergency repatriation by air

A recent report in Which?, the Consumers' Association magazine, recommended having at least £250,000 worth of medical cover for trips in Europe, and film for the US and elsewhere. Most policies have a maximum at least this high, but check to be sure.

If you have an existing medical condition, be sure to read the small print before buying a policy. Pre-existing conditions

ANNUAL TRAVEL INSURANCE POLICIES - WORLD-WIDE COVER						
	Individual	Family§	Trip limit	Skling	Age	
Accident & General	£125	₽170	90 days	17 days	70	
Barclays	297.50	£126	90 days	17 days	70	
Columbus	279	2131	90 days	extra premium	70	
First Direct	£69	£99	90 days	no limit	65	
Frizzell	296.30	£321°	90 days	double premium	65	
National & Provincial	275	\$250	90 days	17 days	65	
National Westminster	275	£212°	90 days	17 days	67	
Thomas Cook	2115	2255#	60 days	17 days	no limit	

are covered by most but you might need to tell the insurer and confirm you are not travel-ling against medical advice.

Older people with a taste for adventure may have a hard time finding suitable holiday insurance. Plenty of policies for travel within Europe have no age limit, but premiums often double for people over 65 travelling to the US or elsewhere. Thomas Cook, though, has no age limits on any policy: an 80-year-old pays the same as a two-year-old.

If you are planning a package holiday, it is worth investigating various types of travel insurance before booking. You could be pressed by the travel agent to accept the tour operator's own policy, which might not be the best for your circumstances. Do not sign up unless you are sure it is suit-

Some people think they need only pay for their holiday by credit card to be covered fully. Unfortunately, it is not quite that simple. Free travel accident cover is provided by Barclays when its Visa, Master-Card or Premier clients pay for their holidays with the card -

but this applies only while they are travelling, not to acci-dents elsewhere. Possessions are covered only if they were bought with the card fewer

than 100 days before. Annual insurance policies, which cover you for unlimited numbers of trips lasting less than two or three months, have become more common and more affordable - recently. If you go abroad more than once a year, they are definitely worth considering, particularly if you go skiing or travel with your family. First Direct's (0345-100100)

annual world-wide policy for two adults and two children costs £99, and covers unlimited skiing within the limit of 90 days a trip. Insurance for the same group for a two-week holiday in the US is likely to cost at least £80. If you do not intend to holiday outside Europe, Frizzell (0202-292333) offers a comprehensive annual

policy for £48.15 per adult.
Terrorist attacks, or riots in a previously idyllic holiday spot, are every tourist's nightmare. If, say, you had been injured in the Florence car bombing last month, some insurers would have paid up. Some, though, exclude acts of terrorism so check the small print. Others may pay, but at their own discretion.

If a civil war or rioting breaks out in your destination before you leave home, call your insurer to check if your policy is still valid. If the foreign office advises against trav-elling to an area, this could be enough cause to cancel the holiday and make a claim.

If your idea of a good holiday is diving, mountaineering, white-water rafting or bungee jumping, you might need to contact one of the companies offering specialist activity holiday insurance.

Crispin Speers (071-480-5083), for instance, will cover activities such as hang-gliding and abseiling for a £10 extension to its standard policies. More dangerous activities will be considered individually.

Accident and General's (071-512-0022)ActivityGuard provides three levels of cover, depending on the degree of

### Action on home income victims

SIB admits warnings were tardy, says Scheherazade Daneshkhu

T ICTIMS of home income plans who have not yet regulatory authorities are being urged to come forward and register their complaints. The Securities and Investments Board (SIB), the chief regulatory body for the financial services industry, has drawn up a fact sheet which is available from its

citizens advice bureaux. This outlines the grounds on which victims may be entitled to compensation. SIR has also set up a help desk.\* Investment-linked home income schemes were devised late in the 1980s as a way for

headquarters and from

(mostly elderly) investors to unlock capital in their homes. The idea was to take out a mortgage and invest the proceeds in the hope of earning a return large enough to meet the repayments as well as providing extra

Many advisers backed the plans with single-premium investment bonds. When the value of these fell because of poor stock market performance, and interest rates rose, investors ran into financial difficulties which were compounded by the continuing slump in the

Many of the schemes were sold as "safe" investments, with people unaware of the risks. Investors spent the money they received in the belief that it was interest on their home's capital but, actually, they were consuming

the capital itself. So far, SIB has received 1,527 complaints, with a further 160 in the pipeline. A total of £23m has been paid. to just over 1,900 investors, but many victims have been hit by the inconsistencies of the compensation system.

Those who were sold the policy by a member of Fimbra (the self-regulatory organisation for independent financial advisers), which then went into default, have

Compensation Scheme. This limits the maximum payout per claim to £48,000, and is not obliged to return people to the position in which they would have been had they not

But those who dealt with a member of Lautro (the SRO for the life industry) do not have a compensation ceiling, and Lautro members in breach of the rules must ensure that clients are not worse off because of their investments Lautro members have paid £8m to 920 home income

SIB does not expect many more claimants. Chairman Andrew Large says: "We believe the worst is now over but, before we can close this chapter, I want to be sure that all investors who have suffered in this way are identified and encouraged to take appropriate action."

Although SIB's move is welcome, its fact sheet which also details the risks involved - is a little belated SIB admitted this week that, with hindsight, the initial measures taken to deter the sale of these highly-risky plans may have been wrong

The regulators first expressed concern about the way the plans were marketed in 1989, but it was not until 1990 that Fimbra and Lautro wrote to their members reminding them of their duty to recommend only policies suitable for each customer's specific needs.

But the lack of public warnings meant that unauthorised firms were able to sell the products, with investors unaware of their dangers. A year later, the sale of investment-linked home income plans was, effectively, banned by both SROs.

"This has been a dreadful episode," says Large. "I want to ensure that everyone who has suffered . . . is appropriately compensated." \*SIB Home Income Scheme Help Desk, Garrelle House, 2-14 Bunhill Row, London EC1.

# Acquisitions Months's Management Buy-Out Conference Monday 27th/Tuesday 28th September 1993

1993 is likely to provide a greatly improved business climate to the hostile environment of the previous two years. Right now MBOs are increasingly seen as a convenient way of realising corporate funds as well as an opportunity for successful management teams to build a corporate entity of their own. The risks and returns of MBOs will be dissected at this major conference.

Le Meridien Hotel, Piccadilly, London W1

Case Studies: RJB Mining's MBO ● The Clydeport MEBO ● The Centric Pubs MBO

Includes speakers from: Alsop Wilkinson; Baring Capital Investors: Berwin Leighton; Centric Pubs; Charterhouse Development Capital; Chase Mezzanine Capital; CINVen; Clydeport; Coopers & Lybrand; Grant Thornton; Gresham Trust: James Capel; Montagu Private Equity; Murray Johnstone; Price Waterhouse Corporate Finance; RJB Mining

To book a place or receive further details, contact Valerie Kaye at Acquisitions Monthly, 11 Gloucester Road, London SW7 4PP Telephone: 071-823 8740 Fax: 071-581 4331

Acquisitions Montbly is the leading mergers and acquisitions magazine in Europe. For a free sample copy please contact:

Jan Hogwood, Tudor House Publications Ltd Lonsdale House, 7/9 Lonsdale Gardens or PO Box 48429 Tunbridge Wells, Kent TN1 1NU Tel: (0892) 515454 Fax: (0892) 511547

Frances Harvey, Tudor House Publications Ltd Washington, DC 20002 - 0429, USA Tel: (202) 396-1052 Fax: (202) 396-1053

Organised by Sponsored by

ONTAGU RIVATE

Acquisitions

With NO tax deductions

### How long would it have taken you to make this much money from just £30,000?

Just one year, as a matter of interest. If you'd invested £30,000 in our Sterling International Gross Account on April 1st 1992, you could now be enjoying a tax-free sum of £2,616.95." What's more, if you'd wanted, you could have withdrawn

in fact, the Sterling International Gross Account can

earn you a healthy return on any figure upwards of £500. And with its tiered interest rates, the more you invest, the Alternatively, if you have £10,000 or more to invest, our

your money at any time, with no loss of interest.

Fixed Term Account guarantees a fixed rate of interest over a set period of 1, 3, 6 or 12 months.

For more information on our offshore accounts, return the coupon to Woolwich Guernsey Limited, PO Box 341, La Tonnelle House, Les Banques, St Peter Port, Guernsey. Or phone us on 0481 715 735 9am to 5pm Monday to friday, or fax on 0481 715 722.

The Sterling International Gross Account

Current Interest Rates (	rariable) p.a.
BALANCE	RATES
2500 - £9,999	6.25%
£10,000 - £39,999	6.50%
£40,000 - £99,999	6.55%
£100,000+	6.75%

I'd like a better return on my mo Please send me details of:  Sterling Fixed Term A Gross Accounts  US Dollar Accounts	_
Mr/Mrs/Miss/Ms	
Address	
Postcode	FTOI
WOODWIGH	
WOOLWICH	

Doing the Splits

## Timing – the key to success

Philip Coggan looks at a trust with sound investment performance and simple structure



performance, the issue has turned out to be reasonably well-timed. According to manager Tony Nutt, the trust was launched "sufficiently far through the recession that we had a better chance of spotting those companies which were going to cut their dividends." FICIT has a relatively simple structure, by split capital trust standards. There are only two

separate classes of share: zero

dividend preference and ordi-

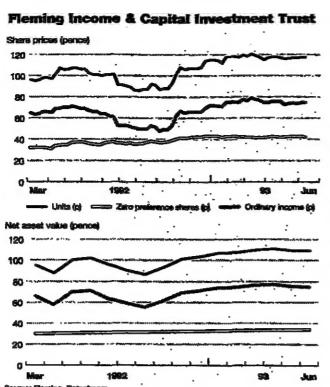
nary income. This, says Nutt, should ensure no conflict of interest between the various classes of shareholders. At the launch date, the trust already had sufficient assets to repay the zero dividend preference shares. As a result, Nutt can concentrate on earning a good return for the ordinary income shares.

The zeros pay no income but have first claim on the assets of the trust. Their capital entitlement, 30p at launch, increases by 11 per cent per annum to reach 85.2p by the wind-up date in 2002.

Having been offered at 30p at launch, the zeros have jumped to 42p within 15 months, a gain of 40 per cent. However, the zeros were originally on offer only to institutions, so the bad news for private investors is that none will have enjoyed

At the present price, Lewis Aaron, investment trust analyst at S.G. Warburg Securities, estimates that the zeros are trading on a gross redemption yield of 8.49 per cent.

They are not the cheapest zeros in the world but they are correctly priced and they are very safe" says Aaron, noting that the trust has assets equal



which followed the pound's to 128 per cent of the final redemption price. departure from the exchange The ordinary income shares rate mechanism helped the income shares to rebound past

are entitled to all the income of the trust and to the remaining assets once the zero shareholders have been repaid. At the Thursday share price of 74.5p, the shares had a gross yield of 8.1 per cent.
Although they carry the title

"ordinary income," it would be a mistake to view them as the same type of investment as shares in a conventional trust. such as Foreign & Colonial. The existence of the zeros, rising remorselessly at 11 per cent per annum, means that the ordinary income shares are a geared investment.

The share price performance of the income shares rather suffered in the early months of the trust's life, reaching a low of 47p in October. The sale of a substantial institutional stake proved a drag on the price dur-

But the stock market rally

70p by the year-end. At a price of 74.5p, ordinary income shareholders have seen only a modest 6.5 per cent gain in price since the trust's launch. In part, this is because it has had to earn back the launch expenses of around 4 per cent. But they have also received a net dividend of 4.725p, taking the total return for personal equity plan inves-

tors past 15 per cent. The net asset value of the ordinary income shares, at the present repayment value of the ros, was 75.97p as of June 9. Allowing for the final repayment value of the zeros, however, the asset value was only

Warburg's Aaron estimates that the assets of the trust will have to grow at 5.2 per cent per annum for ordinary income shareholders to get back the

present share price. If both assets and dividends grow at 5 per cent per annum, then Aaron estimates investors will get a gross redemption yield of

9.78 per cent a year. was no coincidence that the trust was launched at the end of the tax year when investors thoughts' tend to turn to the need to use up their amual personal equity plan allow-

At the time of the launch, an investment trust new issue was the only way investors could get a full \$6,000 annual Pep allowance into a collective fund. Accordingly, nearly 56 per cent of the ordinary ncome shares are held in Pep

Such investors should note that the gross dividend could well fall this year because of the Budget changes which reduced the tax credit to Pep

in addition, there are units, which comprise one zero and one ordinary income share. These effectively resemble shares in a conventional

At the Thursday price of 117.5p, the units have a gross yield of 5 per cent. The assets per unit were 110.15p, putting the trust on a premium of around 6.7 per cent.

The breakdown of the portfolio by sector is: financial groups (23.6 per cent); utilities (19.2 per cent); consumer goods (19 per cent); other groups (18.1 per cent); oil and gas (11.4 per cent); and capital goods (8.7 per

The portfolio yield is designed to be 30 per cent higher than that prevailing on the FT-A All-Share index. Accordingly, the present yield is 5.4 per cant, boosted by the trust's 11.9 per cent holding in convertible bonds and convertible preference shares.

The 10 largest stocks in the portfolio at March 31 were: British Telecommunications, Commercial Union, South West Water, National Westminster Bank, British Gas, BOC, LASMO, Tomkins, Blue Circle

Nutt says the trust moved

heavily into utilities following

the launch and, later in the year, bought financial stocks, which tend to be beneficiaries in the early stages of the economic cycle. He adds that the trust will now look to move into stocks which have already cut their dividends to a point which

gives scope for future growth. Warburg's Aaron says that the trust has, thus far, been one of the successes of the split capital sector because of a decent investment performance since launch and a less risky structure.

The total assets of FICIT were £101.3m, as of June 9. The trust is due to be wound up in March 2002. The annual management fee is 0.7 per cent of net assets per annum.

The chairman is Charles Nunneley, also chairman of the board of the Investment Management Regulatory Organisa-

Other directors are: John Emly, a director of Fleming Investment Management; Ernest Fenton, director-general of the Association of Investment Trust Companies; Alan Haddon, director of Capel-Cure Myers Capital Management; and Antony Hichens, chairman of MB-Caradon.

and Pep details

The personal equity plan is available only on the ordinary income shares and on the

The minimum monthly investment is £100 and the minimum lump sum is £1.000. The initial charge is 1.5 per cent plus VAT, and there is also a dealing charge of 1 per cent. The armual management charge is £25 plus VAT.

The savings scheme has a minimum monthly contribution of £40. The minimum lump sum is £400 initially and £100 for subsequent investments. There is a transaction charge of 1 per cent.

#### Diary of a Private Investor

S A PRIVATE investor, I find it very easy to miss some of the warning signals which an institutional investor can notice much more readily. Take Toye & Company, in which I had a small sharehold-

ing for a number of years. It gave shareholders a useful 15 per cent discount on jewellery and other items at its retail outlets. I thought the company had a profitable niche activity: the manufacture and sale of civil and military regalia. I also believed it had takeover potential.

At 4.27 pm on Friday, April 30, however - the day before the bank holiday weekend the stock exchange received and released details of Toye's dreadful figures for the year ended December 31 1992. Institutional investors could see this information on their monitor screens but the poor private investor had to rely on the press or direct contact from the company.

But the timing of Toye's release meant it was not picked up by the press. And Toye, like most companies in a similar situation, did not send a circular to its shareholders: instead, it waited until its annual report had been printed and sent them that. Thus, the first many of them knew of Toye's £1,051,438 loss (compared with a profit the previ-ous year of £203,401) was when the report dropped through their letter boxes on June 2. By then, Toye's shares had fallen

from 130p on April 30 to 100p. Toye's interim report, pub-lished on October 30, had revealed half-year losses of £659,718. The chairman's statement pointed out some of the problems the company faced, outlined the action it was taking and said: "The company expects to curtail the losses by the end of the second halfyear." So, investors knew they might face a bumpy ride, and the shares fell from 190p in late October to 165p in January. By the end of March, though, the price had dropped to 145p, and by April 22 it was 140p. The next day, it plunged by another 10p. Which led me to won-

Last year, Toye amnounced its full-year results on April 24. Did someone, this year, ask the company for the date of its ment? And did that someone sell out after discov-

The need for

ering the results were to be announced on the day before the bank holiday weekend and drawing the conclusion they would be bad?

In April, I had overlooked that Toye's results were due. It was mid-May before remembered, and when I phoned one of my stockbrokers to ask what had happened, I was surprised to be told the results had been released already. As soon as I got the details, I sold most of my shares, achieving 128p for my modest holding.

Toye is a small company and its share dealings take place via SEATS: the Stock Exchange Alternative Trading Service. Dealing spreads can therefore be sizeable.

Shareholders are being sold short, says Kevin Goldstein-Jackson

I am determined not to be caught out again and have written down the dates of expected interim and final announcements for companies in which I have shares. But I feel also that the authorities should insist that when companies announce bad news to the stock exchange, they should at the same time mail details to all shareholders by first-class post. Just a photocopy of the statement to the exchange would suffice.

Another warning sign I should have noticed about Toye was its change in definition of its activities. In the 1990 report, this stated simply: "The manufacturing and sale of civil and military regalia..."

In 1991, this changed to:

"The group operates in one principal area of activity, that of identity." Such "PR-speak" should have alerted me to the dangers ahead. Toye's activities had not changed - just the way they were described.

Looking back over the years, there are several other warning signs that have alerted me to potential problems with various companies. A move to phish new headquarters, or the chief executive's involvement with various government quangos, can sometimes indicate problems ahead.

So, too, can the sudden appointment of members of the "great and the good" to the board. Why does the company

Another good indicator is looking at the announcements of directors' share dealings. Hefty share sales by them can. quite often, presage a slump in a company's share prica. Every Saturday, the Week-end FT has a column of Direc-

tors' Transactions produced by Directus Ltd (1 Rothesay Terrace, Edinburgh EH3 7UP). H\_ can also provide private investors with a more detailed weekly and monthly services. Another service is Press Watch, which summarises the coverage given to major-companies in the UK's national newspapers. Each company has points awarded (or taken

away) depending on how much praise or criticism they get. This annual publication costs £350 and is obtainable from Press Watch, Bridge House, 1262 High Street, Whitton TW2 7LL. The company also publishes a quarterly

guide at £425 a year. Theoretically, if a company receives a bad press its shares ought to go down; this can be used as an indicator of when to sell. A good press should, at least in the short term, make the shares perk up - but this does not necessarily mean a company will perform well. It could be that it simply has skilled PR professionals, or perhaps no one has taken too close a look at it.

There are other sources of information, although many are so costly that only institutions can afford them. It is, therefore, crucial that companies recognise they have a duty to all their shareholders and distribute corporate infor-

### ADVERTISEMENT

BUILDING SOCIETY INVESTMENT TERMS

#### <u>Name of Society</u> Ket Interest Minimum Access and other details Balaste L Pald 25 departiciones les, as 5.45 CURKA.05 COSEA.40 SSM includes LINKSHER STEELS The last person of the country of mley (1822), 735/199 بعالا المحينة 75.000 فقالة مطعنون 7.50 Installaces above CAL (8902 710710) 100,000 First Charles helped stores or proofing Three interest, Martin james area Iradied and Phyl 5,000 Mar High Min II Term 1,000 7.35% Green ou specific feed. Beatley income 7,30% green 7,40% green 7,00% green and 8,60% gre Max Violage 3 Sent 25,000 No. Vision 1 fee 8.10 8.30 20.000 Recombed SET of 4,99% above 8.30 125 New Yestern 3 Seed LTP 625 Yely 180,898 the fore rate or Timesteen Assembly Callada: 8173-222 473477 والسنة مياشية idthig Annually **39,80** 78 Bay 52K+ 6,75% 5,86% onl. Codes (Calaboral) (651, 554, 1711 Interest State Communication \$1.12.93 (7.89% Shorestive) \* Sees CAL Index 7 5.32 5.32 25,980 latinal with 7 day past Minimum Investment 45,899 (0000 717505) نسط ليسلك 10 إدوا 6.22 A.22 100,000 Clased image: 558K BLESS, 525K 7,85% 624K 7,38%. City & Multipolitae "If they artises, old, their in he sat less than sixted to 31.1.19 7.275.10K, 7.515 25K main (196 2207) Initial access Tiered AC \$25K-A-MTS, \$20K-5-58%, \$2K-5-MTS 6.50 447 4.57 7.88 5.85 5.85 49,560 Threat Art SZSE 7.60%, CJR 7.10%, CL 6.20% بخمود أدره فلشمر مناه يموها فللطا 5.51. Sees rates bedraft 0.27% assess over 7.35 7.35 Triy 100,000 7.20 وتراوات المراوات البيانية المسا or made when \$10,000 purples 19,000 7.55 7.53 Spr term including 2 immes St April 150,000 Leads & Malbeck (8692 499511) Carried Sun 11 Bec \$56,000 Amend Mility Amend 100.00E helples as latered bears of \$ 25% man a.c. 101,000 5.83 نتبة وسل resire during presions 12 partitly period. Thread units from \$10,000. لخبة للجلا limited access as pupilip. Tiered interest cates from 225 Agend Health Yelg Inclinit secons, no penalty on valuation of £10,000. Otherwise 90 days أذمار إعلاية LIS 4.00 64 top wife. 7.50 7.50 if the sales Intimat & Presincial 5.83 1.75 **(0000 446486)** 1.00 LO Date Inches 1.5% 1.25 13 interest beams for Hera Plus Sandal Milety American Yeary halled Access 6.35 6.35 4.80 4.61 4.71 Time Plan Instant across, Threat Across 5,000 25,000 7.75 15 maril hand. Bade residide. 7.55 7.50 99 day notice. Bala Barthers Bayle (91), 265 7151 injuly (1915) pro 5.59 7.6 pa bearing all design and in ad 14 yes Water (0202 252 444) Mak interest char The restice, on passality 1.29 1.65 1.80 Monthly Spiller, 16-Bay Hotics, Amirast Ac Reprier Steins, Monthly Investment £15-150, Instead Ac intent access, no possible. 6.50 7.50 Intal sees, mount 7 days and the Markety increase production. 5.86 Limited offer or to Civilly, others at 10 days entice or presently Widow selfer of broader Ray 96 Mas 70 top mile or less of leaders Ray 90 Plan Ray 90 Plan enters of SIM out place we

## loan – or just a gift?

I HOLD a second charge a property that my step-daughter has recently secured via an ordinary mortgage. I do not expect this "loan" to be reduced and might soon wish to waive the charge. Will the £20,000 be treated as a gift for inheritance tax purposes?
My wife and I wonder how

to protect my step-daughter from this second charge in the event of our sudden deaths. We have not made provision for it in our wills. We would leave estate of around £140,000. If my step-daughter dies intestate, would "her" property need to be sold to

repay the second charge? ■ We assume that you have loaned £20,000 to your stepdaughter and have a charge over her house. At present, on your death, the loan would form part of your estate.

As the total value of the estate of yourself and your wife is £140,000, this loan would bring the estate just over the nil rate band of £150,000; thus, £10,000 would be in the UK). Tax allowances for taxable on the death of the survivor, giving rise to an IHT chapter 8 on page 32. charge of £4,000.

Since you and your wife each have a nil rate band of £150,000, why not divide your assets in such a way that you each make a gift of half the loan on your respective deaths. Then, no IHT would be chargeable as the total gifts would be covered by the nil rate bands. If your estate was divided appropriately so that, together

your daughter, your individual assets still fell below the nil rate band of £150,000, no IHT would be paid. Unless action is taken. though, the executors of your estate could force the loan to be repaid on your death. This reply was provided by Barry Stillerman of accoun-

with the gift of the loan to

Deed of covenant

tants Stoy Hayward.

I HAVE a deed of covenant for my grandchildren (I pay £20 monthly). For more than two years, the children have been in Oman with their parents. Could you please confirm that no claim can be made for a tax refund because they are (apart from holidays) resident

■ Since your grandchildren wealth citizens, they are entitled to the same personal allowances while resident over-

executed before March 15 1988, BRIEFCASE

No legal responsibility can be accepted by the Financial Timus for the answers given in these columns. All expulses will be answered by post as soon as possible.

seas as they would be if they were living in the UK. Their parents should write to the Inland Revenue Claims Branch (International), St John's House, Merton Road, Bootle, Merseyside L69 9BB, giving (if possible) the name and reference of the tax district at which the children's previous claims were dealt with, so that their files may be transferred to Claims Branch. You might also like to ask your tax office for the free booklet IR20 (Residents and non-residents: liability to tax

non-residents are explained in

Overseas earnings

before July 1988)

WHAT IS the position on overseas earnings when the period overseas does not cover a complete tax year? My son-in-law is taking part in a 12-month job exchange. He left early in January with his family, intending to return late in January 1994. Will his overseas earnings be subject to UK

and received by a tax office

There is some possibility that the other party to the exchange will not complete the 12 months, so that my son-in-law might have to return late in December. What would be the taxation implica-

In addition, his house has been let. Does a shorter let than 12 months affect the tax

sist of at least 365 days, his earnings overseas will be fully taxable in the UK. The circumstances in which his earnings may escape the UK tax net are outlined in a free pamphlet, IR58 (Going to work abroad), which is obtainable from most tax offices. The relief is statu-

tory - it is not a concession.

If the rent on the family home is paid direct to his bank account, presumably the ten-ant is deducting 25 per cent income tax from each payment. On the other hand, if the rent is being paid to an agent in the UK, the rent is doubtless being paid in full.

BIANT ECCEST A. IN

831 km pre 30 40%

100 mm

BETTY WITHER

Bab (Till Press

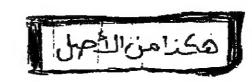
Mr.

EN BITEREST CHESCE

Maria Accordant :

if your son-in-law has not seen them yet, you could also ask the tax office for the free pamphlets IR87 (Rooms to let: income from letting property), IR123 (Mortgage interest relief buying your home) and CGT4 (Capital gains tax: owner-occupied houses). If it looks as though his overseas earnings may be taxed in the UK as well as in the country in question If his "qualifying period" you could ask for pamphlet IR6 (as defined in Schedule 12 to (Double taxation relief).

THE	
EDINBURGH	
INVESTMENT	
TRUST plc	
	Ring 0800 838993 (FREE) or post to: Dunedin Fund Managers Ltd, PREEPOST, Edimburgh EFM 0ERR Please send me: 1. The Edimburgh Investment Trust Armani Report 1993  2. Datails of the Dunedin Investment Trusts Personal Equity Plas 3. Details of the Dunedin Investment Trusts Share Plan Name Address
	Postcode  This advertisement is issued by The Edinburgh Investment Trust pic and has been approved if any propose of the Frenchia Services Act 1995 by Chrechia Fund Managem. List, as Managem and Secretary. The Thurt does not carry on Investment Business as defined in the Act as it is not assigned to the Act as the not assigned to the Act. In past performance is not measuredly against the statem and as allowed carried as well as deep, as because you not one date to excess the amount invested.  FTE 120593



#### FINANCE AND THE FAMILY

## Women still suffering pension discrimination

Deborah Harrison on how part-timers and the low-paid are penalised

NDIRECT discrimination by company penston schemes against women employees continues unabated in the UK, in spite of the general drive towards equal pensions for all. One particular practice, known as "integration," effec tively bars many thousands of women from access to occupa-

Integration, in this context. involves an occupational pension scheme which only makes payments after allowing for a notional level of state benefit. the practice tend to be low earners who are not entitled to a full state pension. In 1986, the European Court

of Justice ruled on a case where a German company excluded part-timers from its scheme. Since most of them were female, the court stated that the company had discriminated indirectly against

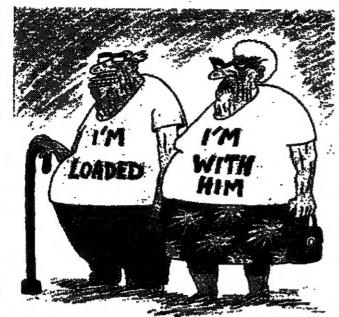
About half the final salary schemes in the UK are integrated. Final salary schemes calculate the individual's pension as a proportion of salary at retirement. Typically, where a scheme is integrated, the value of the state pension or the lower earnings limit for national insurance - both worth about £3,000 - is deducted from the employee's final salary before the occupational pension is calculated.

In effect, this means where a single integration factor is used, employees would not receive any occupational pension for the first £3,000 of their final salary.

According to the National Association of Pension Funds (NAPF), about one-fifth of schemes apply a high integration factor where one and half times - or even twice - the value of the state pension is deducted before the company pension is calculated. In the latter situation, an employee would receive no company pension for the first £6,000 of his or her final salary.

Tina Norris, manager of pensions research at actuary and consultant Noble Lowndes, against low earners and the problem particularly affects women, especially part-timers. in this respect, integration could be regarded as a form of indirect discrimination."

Trade unions have been active in trying to abolish integration. Paul Moloney, pensions officer at the General,



tinue to pay the reduced rate of National Insurance contribu-

tion - known as the married

not build up a right to the

Where a woman is not enti-

tled to a state pension in her

own name, she can claim a

smaller pension based on her

although even this is vulnera-

ble if she changes her marital

In spite of the German case,

UK law on indirect discrimina-

tion is unclear. All forms

would have been outlawed

under a provision of the Social

Security Act 1989 which was due to come into effect in Jan-

uary this year. However this

was dropped by the depart-

ment of social security, which

preferred to wait for an equal

Coloroll company to go to the

The court gave an "opinion"

on this at the end of April,

with the final judgment expec-

ted later this year. While the

about the date from which

equal occupational pensions

for men and women must be

European Court.

rect discrimination.

nsions case involving the

entitlement,

husband's

nan's stamp - which does

Municipal and Boilermakers gration is indirectly discriminatory, particularly where it is not applied on a pro rata basis. Where a high integration fac-tor is used, this means that although, in theory, part-time employees are allowed to join the scheme, in practice there is no point."

Employers who use integration argue that their aim is to provide an overall level of retirement income, and that it makes sense to take into account what the state pays already. They also argue that it can be possible to "over-provide" where integration is not used. This means that the lowpaid scheme member ends up with a combined state and occupational pension higher than his or her final salary.

ut Paul Greenwood, head of actuarial search at employee benefits consultant William M. Mercer, says cases of over-provision have become increasingly rare since the reduction in the real value of state pensions since 1979 when the government linked annual increases to prices rather than

iges inflation. Moreover, where employees earnings fall below the lower earnings limit for National Insurance contributions, they will not build up a right to a family commitments, they have long periods out of

Around 500,000 women con-

Coloroll Act or Pensions Act that will clarify the position on rect discrimination." Meanwhile, employees should check with the pension

meal. What we need now is a

scheme manager or trustees to see if their scheme is integrated. Fortunately, empl contributions are based only on pensionable pay - that is, the portion of salary above the integration level. Bear in mind the basic state pension and has nothing to do with the State earnings-related pension scheme (Seros).

hen you come to assess the impact of integration on your pension, sultant Alan Pickering stresses: "It is vital to see the problem in context."

Pickering, of employee benefits consultant R Watson & ns, adds: "Different pension mes build up at different rates and it may be that, if your scheme has a high accrual rate, this will compen-sate - at least in part - for the integration factor.

The recession has accelerated the impact of integration. is particularly acute for the growing number of employees who are forced to retire early as part of a redundancy pronme. These people face a double blow.

"First, even if their occuptional pension is not "actuari ally reduced" because of early leaver provisions, it is based on a much shorter employment period and, therefore, will be considerably less than the pension available at the normal

"But, in addition, where inte gration applies, the reduction to take account of the state pension kicks in immediately even though it may be some opinion cleared up confusion actually starts to draw the pension at age-60 for women and age-65 for men

If, due to integration, you implemented, it did not refer expect to get very little from your company pension, it could ecifically to the issue of indi-But Mark Grant, a solicitor be worth considering a perwith McKenna & Co. which is sonal pension. Due, however, to the high level of charges on acting for the company, says: "The guiding principle behind Coloroll is that all elements of most life office plans, these arrangements tend to represex discrimination are outsent poor value to low earners making small contributions, so lawed. The problem is that the law on sex discrimination in it is important to seek expert occupational pensions schemes

over \$60 billion in cash products
worldwide and is committed to
providing high returns on your
money.
We offer wholesale interest
rates on any of 15 major currencies,
paid out or accumulated gross.
ATTEMPERAMATELIES (7) LICEART AND AREACH.
And you can buy, or
convert between, currencies at
extremely favourable rates of

For all investors, security is the key concern. With Fidelity Money Funds, you have all the reassurance you could wish for.

In the first place, deposits are made only with banks chosen and continuously monitored for their creditworthiness. And secondly, the Funds have been awarded Moody's Triple A rating (Aaa) for investment

That's a higher rating than 99% of banks around the world.

STATE OF THE STATE Wherever in the world you find

yourself, Fidelity Money Funds offer a flexible, tax-efficient offshore alternative to a deposit account. The Fidelity organisation looks after

And you can buy, or convert between, currencies at extremely favourable rates of exchange, without charge.

There is no minimum investment and when you need your eash, usually it can be remitted electronically to your bank account anywhere in the world free of charge, within three business days.

The distributor of Fidelity Money Funds is Fidelity Investments Distributors, Bermuda. For more detailed information, including current interest rates for each currency, just contact one of the Fidelity offices below, or return the coupon.

United Kingdom	Tel: 44 732 351144	Fax: 44 732 838886
Jersey	Tel: 44 534 888899	Fax: 44 534 34244
Hong Kong	Tel: 852 848 1000	Fac: 652 845 2608
Luxembourg	Tel: 352 250 404 231	Fax: 352 250 340

To Fideiry Investments, European Servoe Centre, 3rd Place, Kancalis House, Place de L'Etolis BP 2174 L-1021 Lucombourt, Place condune more information on Fidality Manny Funch



## LAUNCH OFFER 50% EQUITIES 43

AD% BONDS

100% PEP APPEAL

Guinness Flight announces the launch of a new Equity & Bond Income unit trust and PEP.

### ATTRACTIVE BALANCE

This new unit trust PEP invests 55-60% in high yielding UK equities and the balance in Euro-Sterling bonds. By including bonds in the portfolio, the income is raised and the risk lowered. The significant equity exposure offers scope for capital gains.

#### 5.7% P.A. TAX FREE

The projected initial gross yield is approximately 5.7% pa. tax free - which equates to 9% gross for top rate taxpayers. Payments are made quarterly.

#### **LOW INITIAL CHARGE**

To make this investment opportunity even more attractive, there is a low initial charge of just 2% - as with all the Guinness Flight unit trust PEPs - and in this case, there is a further 1/2% discount from June 7 - June 25. Please note that there is a declining scale of withdrawal charges for PEPs closed within the first three years.

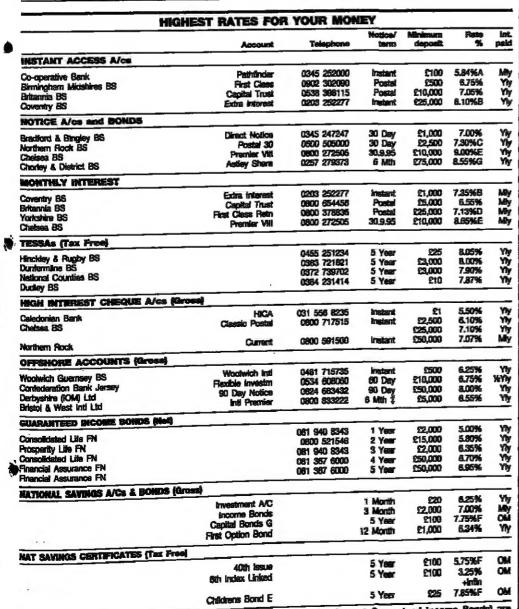
So don't hesitate. Call Ann-Marie Martyn on 071 522 2111 or return the coupon today for more information. Remember you must act soon to take full advantage of our low charges and discount.

#### GUINNESS FLIGHT THE INCOME BUILDER

THE EQUITY & BOND INCOME PEP

						-			-					ET SEE
Please s	send me	details of	f the Equ	uity & Bo	and Inco	one PEP		quity & l	Sond Inc	ome Tru	IST []			
Compl	ete and	return th	ie coupo	n to: Inve	estor Scr	vices De	epartmer	nt, Guinn	ess Fligh	t Fund I	Managers	Limited	i,	
6 Gains	Gainsford Street, London SEI 2NE Tel: 071 522 2111 Fax: 071 522 2102													
		•												
TILE		INT	IALS		NAME									
ADORE	223													

OORESS		
		1558
	POSTCODE	
	esselly a quide to the finiture. The virtue of this investment and the income from it may fell as not get local the stratuet year investment. The benefits detailed are those correctly septicable and will	vary from one levestor to another and may change in the lots
	Increased by Scrimosope Flight Fund Managers Landout, a marritur of IAA	IRQ.



This table covers major banks and Building Societies only. All rates (except Guaranteed Income Bonde) are shown Gross. Fixed = Fixed Rate (All other rates are variable) OM = Interest paid on maturity. N= Net Rate. A = shown Gross. Fixed = Fixed Rate (All other rates are variable) OM = Interest paid on maturity. N= Net Rate. A = shown Gross. Fixed = Fixed Rate (All other rates are variable) OM = Interest paid on maturity. N= Net Rate. A = shown Gross. Fixed = Fixed Pixed Only until 31.7.93. C = Rate guaranteed until 1.7.93. D = 10% bonus of interest earned pe. providing Rate fixed only until 31.7.93. C = Rate guaranteed until 1.7.93. D = 10% bonus providing no withdrawats per sansam. no capital withdrawats. E = Rate fixed until 1.10.93. Q = 0.5% bonus providing no withdrawats per sansam. no capital withdrawats qualifying period. Source: MONEYFACTS, The Monthly Guide to investment and Mortgage Tales, Laundry Loke, North Walsham, Nortok, NR28 0BD.

### STILL PAYING BUSINESS BANK CHARGES?

---

g general e

3-

....

grand Control

With our High Interest Business Cheque Account Eliminate bank there are no quarterly charges and no charge for up to 90 credits, 90 debits and 10 electronic sameday transfers each quarter. This represents a savings of £345-80 per quarter - or over £1,380 a year - on typical high street bank charges.

pard on deposits of £2,000 and below.)

Unlike most business accounts you earn high interest, and a cheque book provides instant access to funds, Interest is paid to companies gross, to sole traders and partnerships net of basic rate tax. (Interest rates may vary and no interest is



#### Watchdogs under fire THE NATIONAL Consumer

Council this week published a report highlighting shortcomings in two ombudsmen schemes designed to help consumers resolve disputes without resorting to legal action.

The report was based on a sample of nearly 1,000 consumers who had used the insurance ombudsman hureau and the office of the building societies' ombudsman. About half the schemes, although their opinion was influenced largely by whether they had won their

Some 70 per cent of those who lost under the building societies scheme believed it was unfair but 81 per cent of those who won disagreed. Nevertheless, between 28-31 per cent of those who lost under both schemes still thought them fair. About 43 per cent of those complaining to the building societies' office found it took an "unreasonably long time to make a decision" and 20 per cent of those using the

Complainants must go through the internal complaints system of the building society or insurance company before approaching the en but half those surveyed said they found this "a complete waste of time."

insurance ombudsman agreed.

The average time taken for es to be settled - including that taken by internal complaints procedures - was 52 weeks in the case of the insurance ombudsman and 91 weeks for the building societies' arbi-

The NCC suggests the

ombudsmen should be given greater powers to speed up and et minimum standards for the internal complaints procedures of member companies. It also recommends establishing an independent organisation to oversee all ombudsman

In general, though, those surveyed thought the schemes were approachable and cheap.

Scheherazade Daneshkhu

## As They Say In Europe Please drive Caerphilly

"EUROPE of those dreams that provides a useful standby for all kinds of commentators on the Community scene. The attractions of this dream derive from its evocation of cheery images of Burgundians and Bavarians exchanging tales of heroic drinking and cholesterol cui-

The trouble is that some nations have regions and some do not as was amply demonstrated by this week's publication Regional Trends from Britain's Central Statistical Office. Britain contains four countries but no regions, merely what someone in Whitehall would probably call Areas of Administrative convenience". Thus we English live in the east Midlands and the north west. The Dutch live entirely in such AACs, but they probably prefer it that way. The Portuguese, the Danes and the Irish have nothing but Portugal, Denmark and Ireland. The French have fabricated

some nice bits of country but for the real thing you have to go to Italy and above all Germany. Their regions inspire the dullest mind - Lombardy and Rhineland-Palatinate, Abruzzi and Mecklenburg and Western Pomerania. There one hears the heartbeat of history; Yorkshire might achieve that, but in the hands of Whitehall it becomes Yorkshire and Humberside.

If there is ever to be a Europe of regions, which are the most attractive? This is where Regional Trends might be expected to provide an answer.

There is a general view in Britain that the place to live is anywhere but Britain, but international statisticians disagree. This was revealed to me while thumbing through a publication from the United Nations Development Programme last month which put Britain at number 11 in the world in terms of its quality of ranked 21 on the income scale: no other industrial nation wa able to sustain such a high quality lifestyle on the basis of such relative poverty. Mind you, any survey which puts Japan at number one must arouse considerable susp

The niceness of Britain comes through in Regional Trends' European lifestyle comparisons. Again the Brits may not be the richest, but they are not that poor either. And they enjoy notable advan-tages: if you want to avoid being run over, Britain is plainly the place to be. Wales in fact has the lowest rate of road deaths of anywhere in the

James Morgan examines an attempt to measure quality of life in different

parts of Europe

Community, which I find hard to credit. If you want to be hit by a car Paris, unsurprisingly, is your natural choice; it is three times more likely to happen there than in London.

If one takes apparently similar regions there are more surprises in store. South east England and North Rhine-Westphalia have about the same population - around 17m in about the same area. Now if Regional Trends is right, the south east English enjoy the higher standard of living. On the basis of the purchasing power of their incomes they are 10 per cent better off than the Rhenish Westphalians. Their babies are more likely to be born healthy and each working person has fewer people to support. The Germans will suffer (inevitably) far more car crashes, and will be nearly twice as likely to be working in factories (those

thing the English gave up years ago. But North Rhiners and Westphalians are not as likely to be out of work, not yet anyway.

The regions of Europe of which people dream are proba-bly Provence, Tuscany and the south of Spain. Well, the last of these is all right, judging by the figures, but on no account look for work there for it has the worst unemployment rate in the Community. Provence and central Italy are so favoured as retirement locations that scarcely anybody but the over-65s seems to live there. But all these Latin idylls suffer the disadvantage on which Regional Trends puts such insistent emphasis – danger on the roads. Even by local standards they seem unusually well stocked with wrecks and

One is left wondering if the compilers of this fascinating volume deliberately selected their international comparisons to create that image of a "nation at ease with itself" of which the prime minister, John Major, spoke once, and only once. Come to Britain, enjoy its active, youthful population, its fine babies and careful drivers.

But a Europe of regions is not to be fashloned from the demographer's computer. At least not according to those Arcadians whose columns decorate the more conservative weekly journals in Britain. Their vision has no time for comparative unemployment figures, but emphasises the qualities of local alcoholic beverages, spécialités du pays, and vernacular architecture.

The curiosity is that this dream is so widespread among anti-Maastricht nationalists who live in a country which has virtually eliminated the possibility of achieving the regional vision. If you really care about creating a healthy regionalism you abould proba-bly be a Euro-federalist. ■ James Morgan is economics

correspondent of the BBC World



## Farmers who went to sea

Cynthia Hurst on a couple who found their dream cottage and then worried about work

ARMERS have to be adaptable, but few would change their plans to suit circumstances as much as Joe and June Folder have.

The Folders' background is in conventional farm management in northern England and Wales, but they have turned to raising a completely different kind of livestock - millions of Pacific oysters - at their farm on the Cleddau Estuary in Pembrokeshire.

The switch to shellfish followed their discovery 13 years ago of a cottage set in 23 idyllic acres of Pembrokeshire Coast National Park land overlooking the estuary.

"This just seemed like a nice place to live," Joe says, "so we began looking for a suitable crop. There were native ovsters already growing in the estuary, which seemed to be a good indication of the potential "

The Folders set up Carew Oysters in 1980, budgeting about £52,000 for equipment and working capital. It took a good deal of persuasion to get the bank to co-operate, espe-cially as a nearby oyster farm

You can imagine the reaction of a bank manager if you say you want £50,000 to throw in the river and in three to four years you might begin to

show a return," Joe says. The farm's cysters are bought as 2mm seed, or spat, from a hatchery in Kent and kept in a semi-controlled nursery for a few months until they are about one inch long and tough enough to survive in the

The ovsters are then loaded into plastic mesh bags which are placed on pontoons and transfered to the open estuary, where they will stay for two to three years. The oysters are spread out over five acres of sea bed where they feed on plankton and other nutrients brought to them twice a day on

During the summer, the 10,000 bags have to be turned once a month to keep off algae him. and other fouling organisms.

market size, the oysters are cleaned inside and out in purification tanks before being packed, still in their shells, for

Carew Oysters' growth also has been steady, and the busi-ness now has five employees and an annual turnover of £100,000, representing about a Half of the crop from the

farm, not yet mature, is shipped to countries such as France and Germany, where they can finish growing to market size and be sold - quite legally - as "French" or "Ger-

Joe Folder deals with wholesalers on the continent, but in the UK, a market he would like to expand, he is aiming more at retail outlets. But the high street fishmonger who would stock fresh oysters is a disappearing breed, along with the housewife who would buy from

anything about fish," Joe 🌢 complains. Tr's all supermarkets now, with everything pre-packaged." Nevertheless, he does sell to wholesalers in Wales and England who in turn sell the oysters to retailers, and Carew Oysters are sarved in local restaurants and

He also runs a mail order business, marketing the oys-ters, with their reputation as both an unmarket food and an aphrodisiac, as the perfect gift for St Valentine's, anniversaries or other special occasions. Food shows and exhibitions provide another way of bringing oysters and the public together, and there is a shop at the farm with free samples for

"It's sometimes difficult to get people to try oysters." Joe says, "but once they do, they usually enjoy them.

"We have two generations of liamston, Kilgetty, Pembroke-When they eventually reach housewives who don't know shire Tel: 0646-651452.

#### MINDING YOUR OWN BUSINESS

nasty, noisy places), some-

Save On Software Latest keleases from just \$40,00... WINDOWS SOFTWARE

Word 2 Wordperfect Framemaker Omnipage Flemaker Pro Autoroute 6 Afterdork

Sybiz Eithe

Winfox Pro 3 PCTOOLS 8 MATHCAD

EXCLUSIVE VIDEO DOOR ACCESS control

security system. We wish to appoint distributors in UK & EEC. Write with details to Box B1207, Financial Times, One Southwark Bridge, London SE1 944.

AIRCRAFT

FOR SALE

AIRCRAFT FOR SALE

enquiries from

persons interested in purchasing

GULFSTREAM

Ш

**AIRCRAFT** 

Choice of Low Time, Late Model

Aircraft in Excellent Condition

CONTACT

Neil Harrison Tel: 081-897-6446

Fxx: 081-759-4688

HUNTING

Aviation Services

.... and Many Many More in Stock for an orderform and catelogue write to: Phone 071-379 3939 Fox 071-4973706 69-76 Long Acre, Covent Garden, London WC2E 9AS,

#### MAKE IT IN CHINA

international trading company with experience in establishing looking for European Clients to work on behalf of.

Would suit current manufacturers products which require or can be adapted to manual production.

Apply Box No. B1197, Financial Times, One Southwerk Bridge, London SE1 9HL

### SETTING UP BUSINESS IN MONACO ?

you do need a fully equipped office, with staff who know the Mource laws and regulations



Victoria Pálaco, Blor, B., Ist. Rear 13, Boulousul Princeson Gradutte B.P. 252 MC 98005 Houses Carbon Jahohene 93 50 87 28

NOTORING & LEISURE Product mismufacturers/importers. We can expose your impovement new products to a proven captive exidence. No capital outlay. Details to Box No. B1195, Financial Times, One Boultwark Biddge. London SE1 SHL.

READERS ARE RECOMMENDED TO BEEK APPROPRIATE PROFESSIONAL ADVICE BEFORE EXTERING INTO COMMITMENTS

#### **BUSINESS SERVICES**

OVERSEAS BUSINESS OPPORTUNITIES at can provide residence status, high quality of life and tax advantages A unique service that will enable you to define and achieve your objectives. Migration Services International

0727-812288

### WANTED

We are seeking to establish links with manufacturers, importers, and agents of security products and health and safety products.

**PRODUCTS** 

INVESTMENT

opportunity requires finance circa £1,000,000 (funding can be syndicated). Principals only raply in writing to Box number B1194, Financial Times, One Southwark

Bridge, Landon SE1 9HL

This advertisement has been approve y a firm authorised by The Institute of Institute Accountants in England and Vales to carry on investment business.

Please reply to Box No. B1162 Financial Times, One Southwark Bridge, London SEI 9HL

#### BUSINESSES FOR SALE

"SWIFT INTERNATIONAL DEVELOPMENTS LTD" Tax loss company (\$50,000) 5 years up to date clean trading accounts. Plus stan-harvers subsidiary "Boscasde Investments (LO-M) Ltd". No debtors, no creditors. \$15,000. ONC Write Six \$1208, Financial Teres, One Southwark Bridge, London \$51 and

#### BUSINESS SERVICES

YOUR OFFICE IN LONDON From 70p a day. Accom/Tel Ans/Tlx/Fax/ Mail Box etc. Office Box. Tel: 071 436 0766

#### LEGAL NOTICES

to the High court of Justice No. 904612 of 1993 Charles Division IN THE MATTER OF CHARLES DAVIES IN THE MATTER OF

IN THE MATTER OF
THE COMPANIES ACT 1985
NOTICE IS HEREBY GIVEN that a Potitions was on 25th May, 1993 presented to Her Majesty's High Court of Court of Justice for the configuration of the reduction of the capital of the above-assumed Company from £5,250,000 to £750,000, AND NOTICE IS HESESBY GIVEN that the said Patition is directed to be heard before Mr Registers Buckley at the Recyal Courts of Institute Stream London WCZ 2LL on Wedgesday the 23rd of June, 1993, ANY Creditor or Shareholder of the said Company destring to uppose the making of an Order for the confirmantion of the said reduction of capital should appear at the three of heaving in parson or by Counter for that perpose, A copy of the said recision will be furnished to any person requiring the scene by the understructioned Solicitors on payment of the seguitation of the said reduction of the suggested change for the same.

Decof the 12 Day of June, 1993
Saugiters and May
33, Besinghat Street, London ECZV 5DB.
Solicitors for the said Company Reference: JMCE

Telex: 23734 HGAV G.

#### BUSINESSES FOR SALE

Appear in the Financial Times on Tuesdays, Fridays and Saturdays, For further information or to advertise in this section please contact Karl Loynton on 071 873 4780

COMPUTER AIDED MANAGEMENT SYSTEM SALES & MARKETING Tracks all your Client Contact Prompts of your actions Has full WP, Modern, Fax support DOS, WINDOWS, NETWORKS, MAC.

BUSINESS SOFTWARE

To advertise in this section please telephone 071-407 5752

or write to Alison Prin at the Financial Times,

One Southwark Bridge, London SE1 9HL or Fax 071 873 3065

Training, Consultancy, Support, Product Only for those wishing to get and stay

## ASK FOR THE DEMO DISC

1-2-3 TAKEOVER Analyse the financial health of any compuny. Demonstrate its commercial and financial atrengths. Develop an acquisition. Prior (includes VAT). IBM/compatibles, Close manual. Disk size? 30 days money-back

guesatile.
34 hour answerphone 0642 252 191
Placeoff Publishing Suite Limited,
The Vanguerd Suite,
Broadcasting House,
Middlesborough, TS1 5.14.

INDEXIA II only \$425 TECHNICAL ANALYSIS The renowned INDEXIA II Technical Analysis

The remainder with state Analysis activate at this new fow price. Includes Indexis Filters, Highlighter Scenning, Bets Risk Analysis, Autorus Charting, Portfolio Management and tree databank of 100 abares, futures forex etc. Update litrough Market Origin or Teletad.

Price: \$255 + vat
\$6050A Research, PO Box 545,
Pertnerated HSS TOL BIDEXIA Resservir, PO ( Berkhameted HP4 JYJ

Tel. 0442 678015 Pag. 0442 878834 SELECT 400

UNIT TRUST SYSTEM Multi-lingual Correspo

efficiency John Ormand Control Softer

### PC TAX ADVISER

Calculates and minimines income Tax. Highlights unused PERSONAL PENSION contributions, handles multiple Tax Years, stores details for 1,000 clients, calculates benefits, shows details to be copied between Tax Years, mortgage and financial calculators. 70% of users are IFAs and tocounterts. Plecantly reviewed in The Daily Telegraph.

25 YEARS SHARE DATA Dally closing priose for 470 comparies and FTSE 100 Index from Teletact on data in tree formst subbile for spreadsheets and amilyele packages 530. HLCO data 535, currency data and updates available. Dalphin Business Services 30 Golden Cross Rored Ashinness. Please \$55, 306.

BreakThrough, a comprehensive sales & markeling productivity system. Handles, contacts, prospects, clients, dealers products 8 services. Produces form letters, malishots, tales action lists. Report generator included. Manage sources, campaigns, costing, response evaluation, notes, telephone Scripts & rouch more! DEMO DISC swells SODEL, FREEPOST, London N10 1BR TEL 081-883-9198

### APPLIED BUSINESS PLAN

Leeve other plans standing Most comprehensive plan available. Accurate accounting bees. Used by managers / accounteris / bankers in rejor UK & Int.Cofe in over 30 countries. User stendy for Lokes, Excel, Supercale, Ouetro, Symphony. Manufacturing / Distribution / Service versions available. SAVE 100's of forms. hours
APPLIED BUSINESS SOFTWARE LTD
2 Warnedyles Business Custre,
OldSeid Lane, Bush BA2 Sty, UK,

XBASE PROGRAMMING Bespoke database applic is Olipper running out of managers is dBASE running out of steem?
Want to turn your PRG's into EXEN?
Call the XBASE expert now.

INSTANT ACCESS TO HISTORICAL PRICE & RESULTS DATA FOR OVER 1350 COMPANIES PC SHAREWATCH gives you this with tabular, graphical and portolic facilities. Sort, log, linear, moving averages, zoom and mouse support. Program £38.95 Incl PSPIVAT. Updates at low cost. Demo disk

evellable. DIVIDEND ASSOCIATES, 2 The Dell,

PattFind The Pettern Finder

UNIVERSAL EXOTICS OPTIONS, SWAP, YIELD,

ZERO-CURVE ADD-INS

Additional agroundsheet functions for Capasal Mentral Protestatometr using Latus 1-2-3 and Excel (Windows, O3/2, Mac). European and American skyle options and versunts on bonds, commodition, currencies, futures and American sayle opcome and web bonds, curerrodilles, fur shares. Free 30 day trial. Financial Systems Software 2 London Wall Bulkings London Wall, London EC2M SPP

### The Red Fat Cat ■ Continued from page I

Yangtze, where they discovered a batch of imperfect buttons discarded on a rubbish tip. They carried the buttons back to Qiaotou and found, to their delight, that they were tradeable items. So began a business in one of life's most basic commodities that has led to Qiaotou itself making half of China's buttons as well as being the wholesaling centre for about 30 per cent of the

country's requirements. With China's garment-producing industry growing very rapidly, Qiaotou's future seems assured. Along the way, a fairly significant number of people there have become rich beyond their wildest dreams.

Xian Guo Xing, the watch band "king" of Qiaotou, has a problem: he cannot fit a lift in his six-storey house to transport him to his various floors. These boast a bar stocked with cognac, a 27-inch colour television, a roof garden with commanding views, and a person-alised Karaoke bar with its oversized loudspeakers. By any standards, Xian has made it.

He has a simple solution for his lift problem - he is giving the house to his son and daughters and moving down the road to a larger, new dwelling - complete with an eleva-tor. All this is not bad for someone who was labouring in the fields as a peasant until seven years ago. But while Xian is happy to

admit that things have moved fast for him, he insists that others have got rich more quickly and have bigger houses with lifts. Indeed, a lift appears to be the ultimate staover there." he says, gesturing from his roof garden. "There is a much bigger house than mine – with a lift in it."

Madam Jiang, Xian's talkative wife, still cannot quite believe their good fortune. She recalls that when they were married in 1957, they lived without running water and



Mr Zhao, tonic in hand, works on the lucky Mr Fan. A treatment costs which is equivalent to one week's wages for the average worker

had to burn straw in their stove for heating and cooking. They owned neither radio nor ng machine and she carried water from the river in buckets. Now, their house has three kitchens and three bathrooms, two washing machines, four colour television sets (hooked up to a cable service). a microwave, and other labor-saving devices she did not know existed when she mar-

"We lived on sweet potatoes," she says. "I never expected this. My biggest wish was
simply to live a better life. The
difference between then and
now is like heaven and earth."

Xian has a fairly crude philosophy about making money
and the widening gap between
rich and poor. "You can't make
everyone equal," he says.
"Equality cannot develop the "Equality cannot develop the

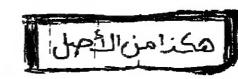
country. You have to have

someone who gets rich first. "If the boss gets rich, everyone from the village gets rich with

At a nearby factory, Mr Zhang, one of Qiaotou's "but-ton kings," would agree. Business is tough, he says, notingthat he works more than 10 hours a day, seven days a week. Wealth never simply

drops down from heaven into your pocket," he adds. Back at the Qiaotou button market itself, a series of large structures on the main street, buyers and wholesalers haggle over prices and quality. But all seem to have one idea: to make money. Typical is young Miss Jin Jian Feng, who presides over mounds of buttons made by her family. She aims to travel widely. She also wants a car. What sort? "A big car and an imported one,"

says, emphatically.



-

MOTORS

Y THE time you have read this you will be one up on me, you will know the score because the first Test against the All Blacks will be over. I wish I could be more confi-

dent about the British and Irish Lions but leaving aside my own prejudice that the whole idea of the Lions con-cept is an anachronism, the selection of first Gavin Hastings as captain, and then the old lags from England did not give me much confidence.

The English have this odd notion that a captain is the first name on the cards, and then he invites his team to join him in representing his country. But in the current regime of manager, team coach and specialist coaches, a captain is more and more obsolete.

Hastings' experience of captaincy has demonstrated that under pressure he has a tendency to go into his shell and see the game only in terms of his own performance.

Will Carling is the most experienced captain. His record makes him the most successful England captain this century but while he is a brilliant player, he could not captain his way out of a tactical paper bag. He does not seem mentally or physically fit. He played only 14 club games this season and on the Lions tour he has struggled to complete a game. Furthermore, his abject performance as both captain and player against France. Wales and Ireland suggest that his star is on the wane.

Had the Lions selectors chosen the side first and then the Rugby Union/Derek Wyatt

## Lions face extinction



captain, it would have been a close thing between the maverick Stuart Barnes and the irrepressible Dean Richards. I sense that Carling does not

want to be in New Zealand. He is a loner. He is also Geoff Cooke's boy. Cooke was allegedly the only one to vote for Cup in South Africa, still Carling as tour captain. depends largely on how his

the England team, though written in stone until the World

protégé performs in the next Five Nations Championships.

Guscott, the finest centre in the world. He can kick equally well off both feet (and, even nonchalantly drops goals with whichever foot he fancies at the time); who has pace with overdrive and who is secure in defence but who yet may never realise his true ability. The fault lies with Carling and, until Barnes replaced him this season, Rob Andrew. They are instinctively defensive players and prefer to play a tight

last of its kind, truncated as it is to 13 games as compared to the Lions in New Zealand of 1950 (23 games), 1966 (25), 1971 (24), 1977 (25) and 198, (18).

The threat comes from the world cups of 1995, 1999 and 2003 and, the possibility that a grand prix circuit might be arranged, if not by the rugby unions of the senior international countries, then by the senior players.

England have, in Jeremy restricting game.
This Lions tour may be the

nine. dental that the next Lions tour, to South Africa in 1891, was completely underwritten by Cecil Rhodes, prime minister of

#### Money has been a constant Soccer/Peter Berlin talking point among the players. The New Zealand RFU has announced the All Black Club plan which will, whatever way you look at, provide the play-ers with a salary of more than Taylor makes a rod for his back £30,000 a year to stop them playing for profit overseas. In New Zealand, that bedrock of

ton's old mentor, showed when

he managed England in the

1970s, the obsessiveness which

can be an asset for a club man-

ager can be disastrous for a

national one who has little time with his players. Revie

overmanaged. Taylor has simi-

Taylor complains that the

English league's fixture load

damages his players. But

Charlton and Terry Yorath of Wales, who must pick from a

know what his best attack is,

common sense suggests he

should stick with one combina-

Taylor often allows his oppo-

lar faults.

rugby union, all is not well.

John Kirwan chose to play in HEN THE Football Associa-Italy, returning to New Zeation's appoints a land too late to be considered successor to Grafor the first test. Kirwan, ham Taylor as manager of the unlike David Campese of Australia, who at least has Italian England team the first question they should ask is: "Do parentage, was not there just to visit friends. He had a conyou go fishing?"
While Taylor occupies the

tract to play rugby.
Rugby union in New Zealand
is under threat from rugby weeks between internationals fretting about his opponents' strengths, Jack Charlton, the league and soccer. Hence the manager of the Republic of announcement this week of the Ireland, goes fishing. While players' funds. Shamateurism Taylor's team are performing is breaking out all over. Of course, the International in US soccer's rehearsal for the World Cup like understudies Rugby Football Board could complain but it is toothless for a pantomime horse, the Irish are galloping like thoroughbreds towards a starring and happy to turn a blind eye so that its power base is not further undermined. role in the show. As Don Revie, Jack Charl-

Money was one of the problems on the first Lions tour in 1888 run by Andrew Stoddart and Bob Seddon, Stoddart played cricket for England in Australia and along with Alfred Shaw and Arthur Shrewsbury thought a rugby tour there would be welcomed

After Seddon's death sculling on the Hunter River in New South Wales, Stoddart went on to captain the Lions, and later, England and the formative Barbarians. He was the first and last player to captain his

country in cricket and rugby. He approached the Rugby Football Union for permission for such a tour. The RFU gave its blessings provided the amateur regulations were enforced.

One of the 22 players chosen, A J Stuart of Dewsbury was banned from joining the leaving party because he had made a deal with an outfitters to kit himself out. Another player was apparently sent home when he was caught discussing his chances of becoming a professional as an Australian Rules player.

This seemed harsh. To raise tour funds and to the chagrin of the RFU, the Lions played 19 exhibition matches of Australian Rules in Victoria, winning

nent's to pick his teams. Against Norway, to combat an It cannot have been coinciattack no better than most in the Premier League, he made four changes from the side that had drawn against Poland three days earlier and altered formation. He brought back

Gary Pallister after more than a year to partner Tony Adams for the first time, moved Des Walker to a position he dislikes and paired Sheringham and Ferdinand for the first time. He also asked winger Lee Sharpe, in his first full England game, to play in a defensive role. Time and again Taylor picks players out of position in the hope that they will do a bit of

both jobs. It never works.

The job of an international manager is to find a formation in which the players he picks are comfortable. Against Norway Taylor created a situation in which they were uncomfortable and uncertain.

During Taylor's three years in charge the high morale built up in England's run to the World Cup semi-final in Italy in 1992 has gradually collapsed. There have been good performances, but recently only at Wembley inspired by Paul Gas-coigne. Taylor discarded Peter Beardsley and Chris Waddle and drove away Gary Lineker. In their place he has a collection of players he has called "headless chickens". This recent habit of deflecting criticism by blaming the players only damages morale further.

far smaller pool of players in the same league, have over-come this problem, while Tay-On Wednesday against the US in Foxboro the England lor's selection policies have exacerbated it. Last summer, team gave Taylor a vote of no confidence. This was not the poorest performance of his Taylor deprived Ian Wright of experience by leaving him out three years as manager but it was the most depressing.

of the European championship. Taylor set out this summer Taylor reverted to a familiar English formation. Each player with three goalscorers: Wright, who had just eight caps, Les was in a familiar position. The Ferdinand (two) and Teddy match started well. But when Sheringham (none). In three the US took the lead, England games each has played a half unravelled. Most kept trying. alone and a half with each of But the players self-belief the others. The only untried permutation is all three at once. Even if Taylor does not

Four times Wright, a particular victim of Taylor's vaciliation in selection, found chances which he would have converted for his club. Three times he missed, once he even tried to pass - avoiding a

responsibility he rarely shirks. By the end England were no longer a team. They had voted with their feet. A quick way to restore morale is to replace the manager. Taylor should buy a rod, he may soon have a lot of time to go fishing.

#### Cricket/Teresa McLean

## Somerset's rustic joys

OWN IN Somerset, it is a delight to see how much they like cricket. While there are only three first-class grounds - at Taunton, Bath and Weston-super-Mare - they attract good crowds. Pubs and hotels decorate their walls with framed photographs of cricketing heroes. "You're never far from cricket down here," said the proprietress of our hotel.

The church just down the road from the county ground in Faunton goes further than that, proclaiming itself on its notice board as "St James next to the cricket." You even smell game in Somerset because you are never far from cider and cider sponsors cricket.

The Taunton ground is small, basic and welcoming, selling better cider than beer. It has a little museum with a wide range of exhibits, including one of Joel Garner's size-15 cricket shoes. Such fondness for the game is all the more remarkable since Somerset have never won the county championship. Their nature is to play at full tilt, erratically.

One-day cricket kept things cheerful, starting with victory in the Gillette cup and John Player league in 1979, the Benson and Hedges cup in 1981 and '82, and the NatWest tro-phy in 1983. In those five years Somerset became the rustic champions of big-hitting cricket, basking in the feats of their great west country heroes: Ian Botham, Viv Richards and Joel Garner, natives of Cheshire, Antigua and Bar-

bados respectively. Somerset always have had a strong sense of local identity, without letting Somerset ancestry or provenance cramp their style. The other day, I

watched their cosmopolitan team play a team from Glamorgan which had five Welsh players and several with Welsh

By contrast, only one of the Somerset players, batsman Richard Harden, came from Somerset. The rest were imports, not just from elsewhere in England but, in the positively universal mode of numbers eight, nine and 10 in the Somerset line-up, from Pakistan (Mushtaq Ahmed), New Zealand (Andrew Caddick) and the Netherlands

The church near the county ground in Taunton proclaims itself 'St James next to the cricket.

(Adrianus van Troost).

So far, Mushtaq looks like a successful signing. Those who saw him removing England's spin-blind batsman last summer will remember how effective his leg-spin, peppered with googlies and wrong 'uns, can be on English pitches. He is the right kind of high-voltage cricketer to revive Somerset.

In turn, they are taking care to keep him happy because they are liable to intermittent spots of bother with their overseas players. Last year, the South African all-rounder Richard Snell, was released after a feeble season; Austra-Han Ken Macleay went home to take up farming; and Dutchman Roland Lefebvre was allowed to end his contract a

I watched Lefebvre playing for his new county, Glamorgan, along with another ex-Somerset man, Richards. Som-

erset got rid of Richards and Garner after the 1986 season whereupon Richards' furious friend, Botham, also left. It was bitter set of dismissals and departures and Peter Roebuck, appointed captain in 1986, fought to keep his team

> In 1987, he was helped by the new overseas signing, New Zealander Martin Crowe, who was just what the county wanted: a devoted club man as well as a star batsman. When New Zealand's quickly-arranged tour of Sri Lanks at the end of the 1987 season was cancelled just as quickly, Crowe flew straight back, like a true son of Taunton, to

> county. Nevertheless, Somerset have lacked both inspiration and brute force since their one-day flourish a decade ago. Last year, they finished ninth in the county table, the first time since 1984 they have managed to get as high as half-way.

They got there in true Somerset style, with dramatic victories at the beginning and end of the season, a dead patch in the middle, and a rattling game against Pakistan - which they lost all ends up. Caddick's six for 78 on Somerset's behalf shared the headlines with Mushtaq's five for 46 for Pakistan, Mushtaq impressing his victims' talent scouts in the

Somerset recovered some of their sparkle last year under the dynamic guidance of their new director of cricket, Bob Cottam. It is to the credit of both that Cottam and captain Chris Tavare that two such different characters can work together, particularly as Tavare has been struggling to

recover his form. His grafting 148 not out off Glamorgan's uninspired howling was slow going, but invaluable to Somerset's eventual win. The lady next to me in the crowd gave a combined nod and shake of her head when Tavare reached his century with an elegant cut for four. "

like him to play his shots," she Tavare likes it, too. He is a natural stroke player, as he showed for Oxford university and Kent in the 1970s, He explained, with a wistful smile: "I just fell into the dour mode because it was the best way to stay in the Test team. I know it's boring. Even I get bored sometimes

Tavare is a quiet, modes man, nicknamed "Rowdy" by his team-mates and inclined nowadays to play quiet, modest cricket, except sometimes in one-day games when he plays fiercely. He says be likes Somerset, to which he moved in 1989, cheered all the way by his Somerset-born wife.

In 1990, he took over the captaincy from his old Oxford friend, Vic Marks, and found his first year in office pretty tough. "I had to re-appraise the captaincy. But things are better at Somerset now and we have some young talent coming through.

That young talent includes Harvey Trump, an enthusiastic off-spinner born in Taunton. and Mark Lathwell, a fearsome opening batsman. When Lathwell opens with Nick Folland they make an opening pair with panache. Both, like Mushtao, were recruited bravely by Cottam.

Somerset are one of the few precious counties (Derbyshire are another) for whom enthusiasm and style matter more than results. Good luck to



### Motoring/Stuart Marshall

## Small but perfectly formed

OTORING correspondents do not, as rumour would sometimes have it, spend all their working lives driving supercars at high speed from one luxury watering hole to another. At least, I do not.

The reason is simple. For every potential buyer of a Ferrari or V12 Jaguar, there are thousands of motorists to whom small - in size and price - has to be beautiful. So, as a wine writer might put it, one has to go to Tesco's tastings as well as those in the firstgrowth Bordeaux chateaux. And it is not a bad experience. Recently, I spent two mainly wet and windswept weeks in a Daihatsu Mira. Next, I drove its bigger brother, the new Daihatsu Charade, followed by the Mazda 121. My mini-tour ended with the latest European baby

#### MOTORS

SAAB IN WARWICKSHIRE The full range of new Seabs and probably the largest selection of superior used Saabs in the Lime Garages Ltd, Royal

car, the Fiat Cinquecento. The Mira, a tiny five-door hatchback, only an inch or two longer than a Mini, is a microcar. These are the only kind

Japanese in congested cities can buy without first proving they have somewhere to park.
The Mira is tall and thin. Though I am well over 6ft, my head did not touch its roof. I could reach the back seat without contortion and sit there uncramped. Hip room was limited and with four people on board, luggage space minimal. But two-up, with the back seat folded, the Mira passed my

"two sets of golf clubs in their trollies" test easily. The 847cc engine was so smooth I forgot it had only three cylinders. Using the slick five-speed gearbox freely, the Mira was quick off the mark in town and nimble across country. A gentle driver should average at least 50 mpg (5.65 1/ 100 km), with 65 mpg (4.34 1/100 km) possible on a long, unhurr-

ied journey. Because all Charades - they are the £6,395 Mira's bigger brothers - have power steering as standard they are even lighter to park. There are six models: a starter GSe at £7,995, four more 1.3 litre versions with sion at between £8,795 and £10,200, and a warmed-up, 1.6litre GSXi at £10,850.

For town use the best Cha rades are the GXi and GLXi automatics (£9,645 and £10,200 respectively) because there is nothing like a small, lively two-pedal car for taking the stress out of urban motoring. The transmission is a threespeed plus overdrive which makes motorway driving as relaxed, but not quite so economical, as in the five-speed

These felt livelier on Scottish moorland roads, the sporty GSXi even more so, but I would go for the two-pedal versions every time. The multivalve engines are so refined the main noise source is tyre roar, and this is a problem only on really coarse surfaces.

When Mazda introduced the new-shape 121 it was an automatic without the option and could not be had with power steering. Now it comes with power steering but two-pedal control is not available. Instead, buyers get a huge, power-operated fabric sunroof which makes it feel almost as open as a cabriolet with the side windows up.

The dumpy yet attractively curvy 121 could never be mis taken for anything else. It is easy to enter and leave through four doors and has a good boot. Mazda is pitching the £9,800 121 at young drivers. They probably will not mind that it has not a single flat surface inside, so that one's shopping list or letters for the post end up on the floor.

Finally, Fiat's Cinquecento. This carries the banner first raised by the Fiat 500 in 1936 when it was the first really small car to offer the sophistication of much larger ones.

The new Cinquecento looks not unlike a scaled down Fiat Uno. Though very small - only 10ft 7in/317cm long - it has lots of headroom and really does seat four full-sized people in fair comfort.

It rides better than one has any right to expect of such a small car. There are no power steering or automatic transmission options and the standard five-speed gearbox has a rubbery sort of change. But the good news is that it feels as if the robots in Fiat's Polish factory have screwed it together properly and the price starts from £4,995.

## The view from Jack's front room

Acres of rolling Kent countryside. 560 acres in all at The London Golf Chib where Jack is the new Honorary Chib Captain.

But Jack's involvement is much more than 'honorary'. For his Golden Bear Company supervised the whole LGC complex and Jack personally designed the 'Heritage' course.

The view from the Long Gallery Bar is breathtaking. But so, too, are the views from the other terraces which help to make the chubhouse something really special. And with internal and external spa baths, an international restaurant and a Teppanyaki Bar, members and their guests will be able to recover from the challenges of the courses in supreme comfort.

Indeed, from the moment members arrive at the LGC they will find a level of service and comfort seldom experienced at other clubs. Their golf bags will be transported from car to starting area. And then they have the choice of buggy, caddy or both. Of course, if members want to carry their own golf bags, that's fine too.

There are two magnificent 18-hole courses at LGC. And with 5 tees at each hole, you need never grow bored. In fact, the whole design is geared to providing fun and challenge for low and high handicap players alike.

T believe that golf should be more a game of precision than power and that a good golf course would reward the player who uses his mind ahead of his body strength".

In Jack Nicklaus's words:

It adds up to a golfer's paradise and a room

with a view. And all this is just a short drive (and 3 iron!) from central London.

For further information on membership and to arrange your visit around the Club, just 'phone 0474 854466 or fax 0474 854798.



Alternatively just pop your business card in an envelope and post it to The Membership Secretary, The London Golf Club, South Ash Manor Estate, Stansted Lane, Ash, Nr. Sevenoaks, Kent TN15 7EN.

Simply Europe's Best

Honorary Club Captain: Jack Nicklans Honorary Membera: The Rt. Hon. Lord Deedes MC: Sir Paul Girolami; The Rt. Hon. Lord Prior; Sir Denis Thatcher Bt; The Rt. Hon. Lord Young of Graffiam.

444

111

## Hello palefaces, found a summer wigwam?

Lucia van der Post has been looking at ways of sheltering herself and her cucumber sandwiches from the ravages of the weather

OW THAT pale skins are the only fashionable sort to have, what every self-respecting gar den, even British ones, needs is a refuge from the weather - if not the wind and the rain, then from the sun.

No doubt inspired by the depleting ozone layer and insatiable demands for all things horticultural, a whole host of companies is offering all manner of structures in which to shelter from the elements this year.

Some can be used as tranquil retreats in which to read and survey the landscape. Others are welcoming shelters from sudden showers and chill breezes. Others still can be shady howers bedecked and

■ Barnsley House, as many

ranges of clean and classic

garden furniture. It has now

started to sell a new line of

complete with wooden poles

Each umbrella also has

wheels and wind cowls. Not

cheap, at 2365 each, they are

beautifully made and, to my

more at home in an English

gaudily-coloured relations.

They come in two shapes

garden than their more

mind at any rate, look so much

double pulleys with nylon

and frames and cream cotton

Italian sun umbrellas,

tops, pictured above.

readers will know, does several

They come in all shapes and sizes and with a variety of names. Of all garden structures gazebos have the least practical purpose. They are there simply to be beautiful

They take their name (so The Secret Garden Company informs me) from a "waggish pretence of Latin learning", purporting as they do to be places from which to gaze. A gazebo, it seems, should be open and octagonal, hexagonal or

It requires a fine position and often can be heavily overgrown or intertwined with climbing flowers, with clematis and roses, with honeysuckle and ivy.

Pavilions, on the other hand, are designed to give shelter from sun, wind or

and sizes - round (3 metres

in diameter) and rectangular

version, with a single-wheel

that looks nearly as elegant

All can be bought by mail

Gloucestershire GL7 5EE (Tel:

and is considerably cheaper

order from Barnsley House,

0285-740-561) and there is a

splendid full-colour brochure

of all their wares on offer. The

Barnsley House showroom is

made from teak, the safari

chair (£110) is photographed here left, but it also sells the

other classics of the genre,

open from Monday to Saturday

at £145 for the 2.5 m size.

near Cirencester,

from 9 am to 5.30 pm.

(2 m by 3 m) and both cost the

same. There is a lighter-weight

pulley and with no wind vents.

FOR THOSE who like their garden appurtenances old, hattered and well-weathered Capital Garden Products has developed a new material, a bronze powder mixed with resins, which gives all the standard garden items – the urns, the jardinieres, the window-boxes and the planters

an air of great antiquity. "For years," says Jerry Carr, its managing director, "we have seen some modest attempts at producing false verdigris bronze finishes and now after months of experimenting we have come up with this splendid material. which combines resins with a considerable amount of

rain and are normally to be found beside swimming pools or tennis courts, From there you can take tea and sponge cake while watching a drama unfold on the croquet lawn or applauding a few sets of

Summer houses are where you sit peacefully and quietly, reading taking in the view, enjoying those leisured afternoons where the sun always shines, there are cucumber sandwiches for tea croquet on the lawn and punting on the

If you have a garden which could do with a bit more structural interest, or maybe needs a little embellishing or even furnishing, then here are a just a few of

> casts are made of solid bronz and finding that they are not." The range includes things as small as a 10 in dismeter Devil's Punchbowl (copied from a Jacobean antique) which sells for £36 and as splendid as the Rams Head Urn (24 in diameter by 24 in high) photographed below, which sells for £247.50.

Write to Capital Garden Products, Hurst Green Etchingham, E. Sussex TN19 7QU (Tel: 0580-201092) sending four first class stamps for a brochure or to buy by mail. Otherwise they can be bought from The Chelsea Gardener, 125 Sydney Street, London SW3 or from Clifton Nurseries, Clifton Villas, off Warwick



 Chairs are essential to the the steamer chair (with outdoor or conservatory life. cushions, £420) and the Classic deck-chairs, steamer deck-chair (£80). The fabric airs and safari versions al is a heavy-duty scotch-guarded and have one important quality - they stack, which means flame-proof, and comes in dark they can be easily stowed green, burgundy or cream.

when summer is over or when Company has a showroom at 28 Ravenswood Road, London the space is required for some The Indian Ocean Trading SW12 9PJ imt it will take orders by telephone (081-675-4808). Company has brought out a range of exceptionally sturdy folding garden furniture. All

■ Barnsley House also has some wonderfully solid teak garden furniture - everything from armchairs to benches and this exceptionally elegant outdoor dining chair. Called the Tetbury, it is beautiful from almost every angle. The full length back makes it elegant from the back as well

as from the front. As with all Charles Verey's designs much thought has gone into the measurements to make sure they are the right height for the tables they sell. As he puts it in the introduction to his catalogue: "If you have fought with ing chairs just too wide to fit as pairs around a table, or benches that won't fit under tables, then you will appreciate the care we take to produce

NYONE WITH an interest in old books London in June. Each year an immense number of rare, antiquarian, or just second-hand, books are offered in London hotels. A few fairs offering prints, maps, and ephemera are arranged to

Although the fairs do about half their business within the trade, the public are welcome at all of them. This year the rival associations have cooper-ated to produce a useful leaflet setting out the times and locations, with an accompanying man of central London and



SLECTED DISPLAT ITEMS OFFICED A HALF THE CURRENT RETAIL PRICES DURING RE-MODELLING OF OUR

nostalgia. This is not combinations which suit small of its wares are charming and when it comes to gardens it The Tetbury costs £205. The has much to offer

> It has, this summe roduced a mini-catalogue levoted to the outdoor, horticultural life. The highly ornate gazebo pictured above is light, airy and romantic and le (so the catalogue tells me) in the 17th century tradition, all intricate and curiy hand-made steel. Weatherproofed with a fashionable verdigris finish it is 8 ft high and 6 ft in diameter and sells for £965 You will have to assemble it yourself - unless you have a really handy handy-man.

■ Past Times is a mail order

company which, it will not

surprise you, is heavily into

essarily a bad thing. Some

Much less expensive, at 2249.50, is the portable Edwardian pavilion. Son ft by 3 ft by 6 ft high, it has supported by a folding hardwood frame. Look out, too, for wooden garden chests (for keeping wellingtons and garden tools), for fine woods and Versailles tubs.

The catalogue offers just one garden bench but it is a heauty - the Hatfield bench, ced from a classic design of about 1895 by J.P. White, who worked with

company of Ware offers at least aix different structure to embellish a garden. There are gazebos and summer houses, pavilions or octagonal houses, all made from sturdy timbers such as Western Red Cedar and Ghanaian iroko, with leaded light windows and solid brass furniture for windows and doors. Six roof shapes and 17 panels are the basis of all the

The Secret Garden

designs - whether a lightly romantic gazebo or a solidly protective summerhouse. Some, such as the gazebos would look best carefully sited for views and vistas; others.

■ When Robin and Mary Ellis wanted a summer house beside their swimming pool they remembered the lovely Kentish oast house they lived in years ago and used its distinctive, pleasing lines as the basis of their own design. It was such a success, and so many friends wanted one, that they set up in business providing miniature oast houses. A team of first class builders will putone up in two weeks once planning permission, site surveys and other boring necessities have been gone through. They are built on proper foundations and are

such as the pavilions, could be placed beside a swimming pool or tennis court.

The company delivers and installs the buildings but asks customers to provide the concrete base. Prices range from £2,500 to £8,000 - A hexagonal gazebo with open sides and Iroko railings would cost £2,971 (including delivery, installation and VAT) whilst the rectangular pavilion pictured above costs £5,436, For a leaflet Illustrating the main designs write to The Secret Garden Company of Ware, Maplewood, Ware, Hertfordshire, SG12 OXN. Tel: 0920-462081.

summer house. Shiplap cadarwood is used for the octagonal walls and clay tiles for the conical roof. Douglas fir hand-turned pillars are on the veranda. The doors are either of mahogany or Douglas fir and come with brass or wrought-iron furniture.

The result, pictured below. could be used for a host of . purposes - study, playroom, artist's studio, gym, home office. They come in two sizes 12 ft or 17 ft in diameter, for £15,000 or £18,000 (plus VAT). Write to Robin and Mary Ellis, Rumwood, Horseheath, Cambridge CB1 6QX (tel: 0223-892596) for details.

DESIGN

(LOTHE)

**CILE 411** 

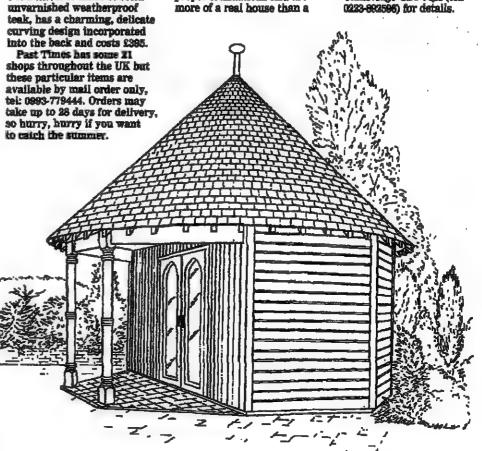
PRICE



brochure has many other

House, near Cirencester

ontions. Write to Barnsley



## BAUME & MERCIER **GENEVE** MAÎTRES HORLOGERS DEPUIS 1830

From leading jewellers throughout the United Kingdom or for your nearest stockist please call:

Stainless steel and 18 karat gold. Screwback case

and screwdown crown ensure water-resistance to 30 m.

Tel: 071 416 4160 Fax: 071 416 4161

### **Book Fairs** A capital feast of fine reading

advice on how to get there by bus or tube. Copies are avail-able free at the fairs, and in advance at many bookshops. However, the information

gives little guidance on what to expect. Like corporations, the fairs nowadays prefer to be known by their initials, the full names no longer being an adequate description. By far the biggest are the two PBFA fairs at the Russell hotel near the British Museum, at which 240 dealers ofter 85,000 books. The two fairs run consecutively. with a complete change of stock. The catalogue, to be bought at the door or in advance, admits to both. PBFA concentrates on the middle price range, £20 to £100. Collectors are seldom disappointed, but they need patience in their

The Bloomsbury at the Royal National hotel is also large and varied, more second-hand than antiquarian. The Bonnington is the cheapest. These are fairs who are not always the same as collectors - but the vigilant is the ABA Antiquarian Book

BOOK FAIRS IN LONDON IN JUNE Entrance PBFA 1 2-7pm £2 for catalogue 10.30-7pm **Russell** Catalogue Catalogue 10.30-7pm Cafe Royal 25 previe **Bonnington** Bornington Russell 5-9pm 9.30-4pm Bonnington International Bonnington Cate Ployal 26 for catalogue Park Lane

Gertrude Jekyli and Lutyens.

Measuring 6 ft by 1 ft 6 in by 3 ft 2 ins, it is made of solid

can sometimes intercept bargains on their way up the mar-ket. More expensive books are to be found at the Interna-tional Book Fair at the Cafe Royal near Piccadilly Circus. The culmination of the week

Fair at the Park Lane botel in Piccadilly opposite Green Park. Now in its 34th year, this is a truly international event with exhibitors from the US. Europe, the Middle East, and elsewhere. Books to the value

The tiny 33-page collection of poems of Wilfred Owen, which Sassoon published in 1920 and which was the start of Owen's fame, costs £335; the longer edition prepared by Blunden in 1931 costs £350 (from Marrin).

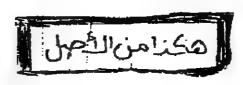
tion of colour plate topographical books priced in the low thousands. A splendid letter from Mary Queen of Scots instructing the Earl of Both-well to hunt down rebels is offered at £26,500 (Wilson) - a few months later Bothwell murdered the Queen's husband and took his place. Susan Bilt cliffe offers a collection of catalogues of artists' materials of the 1890s, works of art in their own right, at £2,000. Especially appealing are two albums of songs and other music, discovered 15 years ago, transcribed in manuscript by Jane Austen and other members of her family for £21,000 from Finch.

William St Clair



26 New Bond Street, London

WIY 0JY 071-629 0458



#### FASHION

## Flower power for a very Nineties summer

The floral frock is back. But, says Avril Groom, the modern version is a long way from Laura Ashley



teatowels and aprons on her kitchen table in London's Pimlico and 25 since she launched the first of her printed dresses that were to alter the fashion perceptions of a generation of British women.

#### DESIGNER **CLOTHES AT GIVEAWAY** PRICES

A new book reveals how and where to buy designer clothes at up to 75% discount. This book is of vital importance to everyone interested in presenting themselves in the very best light at all times without having to spend a fortune. Here are a few of the tips covered in this Designer Clothes Discount Guide:

· Where to find original samples, including designs which were never sold to the general public and which are quietly sold off at cost prices. How to get cancelled and returned orders of designer clothes at steep discour What to look for when buy-

ing overcuts, which go at whatever price they will

 What to look for in seconds, some of which have nothing more than a drawn thread or a few missed stitches and then only apparent on close inspection.

· How and where to find surplus fabric at a fraction of their original cost.

· How to get on a top designer's mailing list for end of season sales.

• 24 'permanent' sales shops

where you can buy top designer clothes at large discounts all through the year. 4 important group sales events where you can purchase designer clothes at wholesale prices or less. • 10 places handling designer

fabries at steep discounts. Where to buy Karl Lagerfeld, Ungaro, Gianni Versace, Ungaro, Gianni Giorgio Armani, Byblos, Valentino, Gucci, Christian Lacroix, Miyake, Ralph Lauren, Christian Dior, Frank Usher, Arabella Pollen, John Galliano and many, many

other top designer clothes for

less cost than you could ever

imagine.

Get all the facts. Order The Designer Clothes Discount Guide today direct from the publisher and save. To order send name, uddress and the book title together with £12.95 (includes handling and despatch) to Carnell Ltd., Dept DC1, Alresford, nr Colchester, Essex CO7 8AP. You can return the book within 30 days for a full refund if not completely satisfied.

T IS 40 years since Laura
Ashley started making floral frock is back - but what would the late lamented Laura make of it now? She was designing in a tradition going back to the 18th century, fabrics from which inspired some of her flower-sprig prints. The tradition periodically surfaced in fashion until the 1920s. His-torically it belonged as much to the milkmaid in simple printed cotton as to the lady in summer garden silks but, if fashion can be said to mimic television series, the Ashley

> 1970s, aspirational The floral frock's latest reincarnation is none of these, Now that design thinking deems it unworthy to look like a possessor of wealth, inspiration comes from the opposite end of the social scale. In this case that means either wartime flea-market Parisiennes with drooping cigarettes and ciumpy wedge sandals, or East European gipsy refugees and their sanitised fashion equivalents, the neo-hippies in mis-

look was aimed Upstairs rather

than Down. It was essentially British, rural and, in the early

matched print layers. The roots of this odd skew-

City girls from Calais to Brindisi are wearing the concierge look

ing of a classic look are decidedly French. The young Parisian deconstructionists have embraced it enthusiastically, with designers such as Martin Margiela seeking out 1940s dresses to recut and mix with devastating effect. But the origins of it lie with the often-prophetic Jean-Paul Gaultier, a disciple of bondage corsetry and mannish tailoring who first showed he had a softer side with a memorable mid-1980s collection of faded flowerprint chiffon overalls, aprons and lingerie lace, layered over his usual pinstripes. He called it "La concierge est dans l'escalier" and has said since that he has "the tastes of a concierge".

Now this is what everyone claims and, though Gaultier's look took some time to take off, by last summer every city girl in France and Italy looked like a concierge in a floppy, navy or black sprig-printed button-through frock worn with tennis shoes and tanned legs (still perfectly good styling

for hot weather this year). On the catwalk, printed overalls and turban-tied headscarves came even from that icon of 1980s success-dressing, Chanel. Add an injection of American grunge nostalgia and the resulting style makes you look, even if you inhabit a large country house, as if you

it sounds unpromising, yet this is a style with charm and practicality. The secret of making it look good is, as with so much of this summer's fashion, in the layering. Too often the traditional British floral frock does not tally with the tradi-tional British summer climate and disappears under ill-assorted cardigans or coats. This year that is exactly what it is supposed to do, but naturally the results are best if it is thought through and co-ordinated first.

Colour-matched mixed prints, stripes and spots can look richly wonderful, if slightly Bohemian. A classic floral frock from last time round passes muster if you give some fresh thought to layering. Put a stripey T-shirt or a skinny jumper under it, mak-ing it more useful on cooler days, plus another cropped or skinny knit on top. In warm weather, sandwich it with this summer's light, transparent layers such as a lacy camisole, a loose chiffon shirt or a crochet waistcoat.

Strappy dresses that will become sunfrocks in high sum-mer can be layered pinaforestyle for now. And why stick to one dress when you can wear two? A button-through frock can double up as a fluid coat, this season's favoured way of expressing softness and newerlooking than a jacket. By wearing the dresses together or separately you also multiply your

This need not be an expensive option. The floral frock is everywhere, from chainstore versions not much over £20 through the middle of the market to designer originals such as Ralph Lauren's fragile silk slip at £700-plus. The designer end gives you silk, chiffon, subtle prints and more swirly fabric for your money; the middle good shapes but a tendency to polyester; the chainstores offer still nice floppy viscose, though with a skimpier onesized cut, shaped with ties at the back and, harking back to the 1940s originals, a resurgence of shoulderpads.

The comforting thought is that, after the passion for layers has faded, all these dresses will slide easily back under a plain tailored jacket to become the classic British summer look once more.

To show how concierge style suits gracious summer living, we photographed it at Llangoed Hall, the Wye Valley hotel owned by Sir Bernard Ashley and decorated by his son Nick, former design chief of Laura Ashley. Here we show how, mixed with other good, simple pieces, the chintzy print can look softly elegant - just like the floral frock.





Top left: viscose georgette dress, £149 from Alexon, New Debenhama branches, Silk Burlington Arcade, W1, Piccadilly, W1 and Brompton Road, SW3. Polyester chiffon camisole, £19.99 from Knickerbox branches, Garnet and silver necklace, £210, garnet and gold-plate bracelet, £105, both by Barbara Bosha Nelson from Harrods, Knightsbridge, SW1, Harvey Nichols, Knightsbridge, SW1, Whisties branches, Moore and Co. of Windsor and Little Black Dress of Leeds. Shoes by Freelance, £99 from Plum Line, Neal Street WC2. Above: slik chiffon dress, £120 from selected Laura Ashley branches. Silk rib knit top, £109

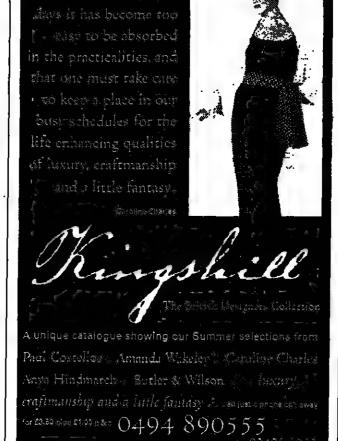
and cardigan, £159, both by TSE from Harvey Nichols and Harrods. Shoes, 565 from Red or Dead, High Street Kensington, W8, Neal Street, WC2, Mancheste

Birmingham and Leeds. Hat (on bureau), £14.99 from BhS.



Top: viscose dress, £44.99 and tie-up blouse, £18.89, both from Casis branches. Long crochet walstcost by Rina da Prato, £175 from Harvey Nichols. Espadrilles, £30 from Red or Dead. Hat by Herald and Heart Hatters; 255 from Fenwick, New Bond Street, W1.
Umbrella by Totes, £19.99 from John Lewis, House of Fraser,
Debenhams and Aliders branches.

Abova: silk drass, 1950, and scart to order, from Edina Ronay, Kings Road, SW3 and Harvey Nichols. Polyester chiffon blouse, 280 from Jeeger branchas. Crystal cross, 286 from Lalique, New Bond Street, W1. Espadrilles, 225 from Church's, New Bond Street, W1.



I have come to the



071-730 3331

FULHAM AND THE CITY

WEEKEND FT XI

## High hopes of intrigue on the Andalus Express

DAY 1: Seville - Cordoba - Granada: Glass of Jerez *fino* in hand, I stand at a swaying bar. Beside me is a woman, dark and dressed in red. Her voice is low, her accent mysterious. Her bangle earrings swing to the rhythm of the train.

Framed in the window behind her I can see a Mediterranean spring racing by. But for the moment I am not interested in olive trees, sunflowers and white cottages. I am interested in foul deeds. The woman's eyes have narrowed. "Murder," she whis-pers to me. "What we need is a good murder.

Beatriz, of course, is only kidding. We are not discussing foul deeds at all, but the reputations of luxury trains. She is one of the red-uniformed hostesses who sees that things run smoothly on the Andalus Express. I am one of 36 guests who have boarded for a four-day tour of the cities and countryside of Andalusia in southern

We both agree. Nothing ever did any train so much good as Agatha Christie's story of violent death on the Orient Express. What matters is not that the Orient Express is no longer oriental - it terminates in Venice - but the cachet remains. Intrigue, mystery and hidden oassions have become an important, perhaps vital, part of the romantic lure of luxury train travel.

There has not been foul play aboard the Andalus Express so far, but there is plenty of mystery. It is an odd thing to be thrown into intimate contact with total strangers in the close quarters of a rushing train. I gaze down the length of the wood-panelled, art-deco style har-car at the assembled guests awaiting dinner.

We may come from different countries but as a group we are middle-aged and middle class. We appear, superficially, profoundly ordinary. Is it possible that there are hidden passions and secrets here? On trains, where the mystery of fellow travel-lers is only slowly unfolded and never wholly revealed, anything is possible.

Only this morning, as we toured Seville, we were merely 36 faceless tourists in a far larger crowd of faceless tourists. In the Casa Pilatos, our first encounter with the Moorish traditions of southern Spain, we listened as our guide, Maria-Teresa, intro-duced us to the architecture of horseshoe arch and colonnaded courtyard, domed roof and polychrome tile. Our comments on the bougainvillaca in the gardens were polite but distant.

Not even the overpowering Santa Maria cathedral, where we walked craning upwards like Lilliputians on an inspection tour, brought us together. The only things as stiff as our manners were our necks. It was during lunch, served as the train

rolled along the flat plain between Seville and Cordoba, that the ice began to break. In a lavish dining car of brocade upholstery, pale rose curtains and floral inlay wall panels, we worked our way, with a little gentle cajoling from the waiters, through a vast menu: asparagus soup, salmon and endive salad, seafood mousse, batter-fried squid, whitefish with fresh asparagus, veal in red wine sauce, cheese, fruit and three different deserts, including kiwi cheesecake.

This is not the kind of meal that goes without comment. Halfway through it, helped by liberal doses of rich red Rioja, American, Swiss and even the British the most reserved travellers in the world were beginning to delve into the lives of their neighbours.

At my own table, Thaddeus is Norwegian and somewhat short on light humour.

Nicholas Woodsworth yearns for mystery and passion on a luxury train iourney

Dark and brooding, he seems to have scaped from an Ibsen play. Tom and Karen are not from an Ibsen play, but from Chicago. True, they have some lamentable American habits. They drink Coke Lite throughout their meals. Tom tells questionable jokes, the Waco massacre being his current source of inspiration. He keeps two handguns in his house. And he admires Bruce Willis.

But all is forgiven because Tom went to school with Hillary Clinton and has the latest family dirt. Hillary, it seems, has begun throwing things at Bill. First it was a lamp, then a telephone. With this grade of information, Tom is a man I could have more than a lunch or two with. I cannot figure out whether he is a gangster or a society gossip. Following our afternoon walking tour of Cordoba, I am almost certain he is not an architect. For Tom, the great Cordoba mosque, with its 856 magnificent stone columns topped with red and white double arches, is "kinda cute."

Day 2: Granada - Ronda:

Last night, before retiring to bed with a copy of Dial M for Murder, I strolled into the lounge for a little after-dinner dancing. As the train rumbled through the dark towards Granada, couples clung together for support and swayed over the dancefloor to the rhythm of the train and the music provided by Pedro the piano player

anyone on this train. He is an accomplished musician. But sometimes, in the middle of some emotional piece, he gets up and walks away from his Yamaba, leaving it playing by itself. Anyone who can be so open about deception has to have some thing to hide.

On the other hand, even Agatha Christie herself would be suspicious of just about every one of the Andalus Express' 23 staff. What, to cite only one example, about the lovely Pilar? She is gorgeous, a delicate Andalusian beauty with flashing eyes. She claims to be the train's technical engineer, on hand to repair electrical systems plumbing or air-conditioning. A likely story. I do not believe a word of it.

Or what about the American mystery couple who came aboard with their own stock of American drinking water? They emerge from their sleeping-car suite only occasionally for meals and tours, and are the subject of intense lunchtime speculation. Honeymooners? An easy enough cover. Certainly they made a good show of it strolling hand-in-hand through the palaces and gardens of the Alhambra this morning. And then suddenly, this after-noon, at the tiny rose-bush-smothered station of Salinas high up in the Andalusian hills, they disembarked without a word, taking their cases of water with them.

Rum goings-on indeed. Poirot would not have stood for it. I am going to bed with The French Quarter Killers.

Day 3: Rouda-Puerto Santa Maria: The rain in Spain falls mainly on the train. The local guides who show us around the towns we stop in keep telling us that Andalusia is an extremely dry place, but even the weather is acting suspiciously: it is pretending it is English. Today, in the mountain town of Ronda, it is bucketing down. We abandoned our pose as luxury travellers and walked through the rain with plastic bags on our

I have added eight more passengers to my list of potential perpetrators of possible crimes. They are four English couples from Coventry who travel everywhere together. Odd in itself. Apparently, the men were executive co-owners of a Midlands engineering firm until, suddenly, a couple of years ago, they upped and sold the company and began a high life of "retirement." The dining car is abuzz. There are jokes about spare parts and big

I am off to bed for a couple of chapters of In Cold Blood.

Day 4: Jerez-Seville: vast meals in the Andalus Express'



dining car are beginning to tall. This morning, dressed in our bathrobes and heading in opposite directions to and from the shower car, a rather large woman and I almost failed to negotiate the narrow corridor of carriage No 4. Any more of this kind of eating and passengers will not be able to slide past each other at all.

The programme continues at a hectic pace. Today we will be visiting and winetasting at the Domecq winery, one of the oldest and largest sherry houses in Jerez. We shall also be attending a performance at the Royal Spanish Riding School. Once

**CUNARD SUPERSAVERS** 

**BIG SAVINGS ON** 

5-STAR CRIJISES

Experience the luxury of a Vistaliard cruise - and benefit from

fly to and from Hamburg (or sail by lowury ferry, \$25 supplement) and

BALTIC CRUISE

cruise to Gdynia, Helsiniki, St. Petersburg, Stockholm, Capanbagen and more. Depart July 11, 13 nights from £1395 – save at least £800.

LANDS OF THE MIDNIGHT SUN.

to mighty floids, glittering Arctic Icalields and finally back to fillbury. Departs

**VISTAFJORD** 

July 24, 17 nights from £1795 - save at least £900.

ZIMBABWE

E SOUTH AFRICA

TAILORMADE SAFARIS

Luxurious remote lodges.
Walking safaris. Expert guides.
Lovely colonial hotels,
Superb wildfile.
Call us to create your ideal safari
Phone John Burdett on
(0604) 28979

verige a

EXCE

Hamilton House, 66 Palmerston Rd Northampton, NN1 5EX.

TUSCANY

Fly to Hamburg or travel by luxury fairy (£25 supplement). Then cruise

Book now at your travel agent or call Congrd on 071 491 3930 or

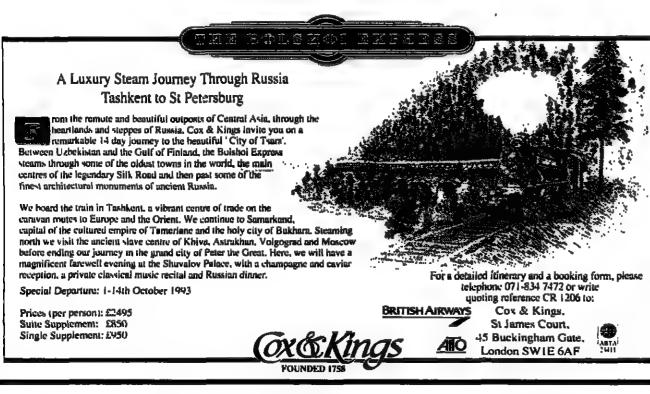
again there will be an endless lunch before we return to our starting point at Santa Justa station in Seville. The tour is almost

But I, for one, have not given up hope. The mystery and intrigue remain until the last minute. How might it happen? A glass of poisoned Double Century? A rigged accident of rearing horses and flaying hoofs? Death by over-eating? And to whom? Pedro the piano player? Tom from Chicago? One of the Coventry crew? The lovely Pilar? The possibilities are endless. The ultimate in train fantasies might still

come true. There is time yet for murder on the Andalus Express.

Nicholas Woodsworth travelled to Seville on Iberia Airlines (London tel: 071-487-5622). His trip on the Andalus Express was arranged by Cox & Kings Travel, St James Court, 45 Buckingham Gets, London SW1 (071-834-7472). Cox & Kings offers an all-inclusive Andalus Express package – including airfare, London-Seville – for 21,450. It offers various other luxury Spanish train circuits.

Next week: more journeys by train.



RUSSIA

#### SELF-CATERING

MOSCOW & ST PETERSBURG FROM £449 Price includes return BA scheduled flight, 7 Nts F/B Hotel, Guided

Call the specialists for further details **MULTITOURS** July/August

071 821 7000 ABTA 43580 AFTO ATOL 118

The FT unites you on a colourful journey through continents by Rail. Whether your choice is steam trains and age old elegance or fast track rail travel do not miss the contrage in the Weekend FT
on 19" June.
To get the attention of those discorn
travelers who take these holiday

#### ABROAD

**PUERTO ANDRAITX** Large luxurious villa with views over barbour and Dragonara. 5 dbl beds, 5 bath,

large garden, pool, satellite. £2,200 per week (min 2 weeks) 071 581 3925

Experience MAISONS DOR RESPHONE 0800 897945 Rue Andre Larsou,24200 Sariat, France d (01033) 53 29 64 64 Fax (01033) 53 29 16 16

**MALLORCA** 

FRANCE

The Dordogne

'Island of Spice'

starts at £499 Plus extensions to the magical Grenadines or

locely Tobago

FESTIVALS

SALZBURRG FESTIVAL 7-11 Aug. Cost Fan Turte, Die Zauberflote & Falslaff, Schoolung Bigfas, knorny hosel & 2 operate £1255. Spencer Scott Travel Limited, York House, Chertsey St. Guildford, GUT 4HD. Tel. 0485, 302268.

#### SPECIAL INTEREST

GRENADA \* GAMBIA \* THAILAND

Soak up the sun A week's tour of Northern under African skies The Caribbean's Thailand plus nost precious secret, holidays from £279 a week at unspoilt & idyllic the beach

For our 93/94 Advance brochure starte et £938 see your travel agen or call 081-748 5050 Wide choice of

HAYES and **≋≋JARVIS** 

TERNIS WEEDENDS 8 hrs coaching.
2 nights accommodation, all meels, indoor, outdoor courts. Also Tennis Week 19/28 Sept. Algarve, Portugal. Organised by Roger Taylor Ternie Holidays
Tel: 081 947 9727

beach resorts from £399

#### TENNIS HOLIDAYS

TUSCANY/SICILY selected holiday properties in excellent locations. Pools etc. For your free brochurs. Telephone 05394 31120 ABTA C8340 TUSCANY COAST - Monte Argentar almost en leiend. <u>Famhouse</u>, marvelio sea viewe, 5 mtns wallk from unspr beach. 19ths north of Florre. Tel: 081 984 2856 Fac. Q81 747 5343.

FOR CONNOISSEURS OF CRUISING.
CURAND, 38A MAIL BAIL, 10RDOW SWITS SIS CURAND IS A PRAFAGRA MODES COMPANY AND 264 PURE CRETE Recommended by

The Financial Times. Unspolit beaches. Brummaking views and empty beaches. Discover Western Crete from self-catering village houses. June & July availability. Tel: 081 760 0879 ATOL 2757

SPAIN

Spain's Magic Villas & hotels of charm in Andalucia, Mallorca, Catalonia and Green Spain. Plus City Breaks.

The 081-748 5916 Magic of Spain



frequent fiver PARILAND INVANO - OF TRUE FRANCIS ARJUNIS ISTANDE - NO STRONG DESIGN Rest #2600 Rest #2500 REPROME/FAX IS YOUR DESIGN 071-493 0021

## FAX - 071 408 4450 ## 38 5000 NOOR ST 10FBOR WIT BIA DEC

DISCOUNT FARES In 1st Class, Club & Economy Class. Also Concorde. best guaranteed deals ple contact the experts Tel: **971-439 2944** Fax: 071-734 2242 Pan Express Travel

071 493 4343 🙈 BUSINESS CLASS SPECIALIST

NOINU

LOS

-Toronto/Ottowa £999 Rto ondon-Winnipeg £1200 Rtn. ondon-New York/Conc £3999 Rtn. ndon-New York/Club £1399 Rtn. For a quote on worldwide destruction please Tel: 071 734 7373 (all line Fax: 071 734 1303 VISA Regal Travel 🚖

SOUTH AFRICA

THE SOUTH AFRICAN TRAVEL SERVICE
Offers independent advise by experience
& professional travellers.
For information of Londolotel, the pride c
Africa steam train, independent house,
hotels, recent hotels, private game lodges, the blue train self extering accommodation, car bire and Tel: 971 723 9886 Pax: 971 723 9884





**SUMMER FLIGHTS** 



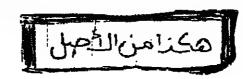
Now for the first time, Economy Class return air fares to South Africa at the height of the British holiday season are down - offering even greater summer holiday value! Now, £625 return to Johannesburg or Durban or to Cape Town on SAA's direct services and Manchester - Jo'burg return, too.

Applicable for journeys commencing in August, minimum stay 7 days but then for the holiday of a lifetime you'll probably want to stay longer! And ask about our family fares too!

For more details please contact your travel agent or call your nearest SAA office: 251-259 Regent Street, London WIR 7AD. Tels 071-734 9841. 4th Floor, 1 St. Ann Street, Manchester M2 7LG Tel: 061-834 4436. Manchester 1912 (100 1 etc. 100 1 o 57 T T 500 3rd Floor, Neville House, 14 Waterloo Street, Birmingham B2 5 TX. Tel: 021-643 9605. Station House, 34 St Enoch Square, Glasgow, G1 4DH. Tel: 041-221 0015.



No.1. No Wonder.



## Pools of plenty in a parched land

Namibia's water holes are a magnet for all forms of wildlife. Michael Woods reports

EOPLE LINED the walls three deep, murmuring to one another with the hushed reverence of a religious ceremony, the anticipation of a theatre audience and the suppressed excitement of a rock concert. Floodlights bathed the stage and yet we did not know who would star, what the performance would be, or even if the show

Then, soundlessly, a hook-lipped rhino cow entered the light followed by her calf. Silence fell at the sight of these rare beasts - followed almost at once by a restrained gasp, for they were trailed by a lion and a lioness. Then, to the rescue, came a male rhino, and the lions backed off. But, like all the best dramas, the hero's motives were far from pure: the rhino was more interested in having sex with the female than in saving the calf. Meanwhile, enter stage right a grinning jackal, head held high with a guinea fowl grasped in its jaws, before exiting stage left. Okaukuejo's water hole on a Saturday night is certainly

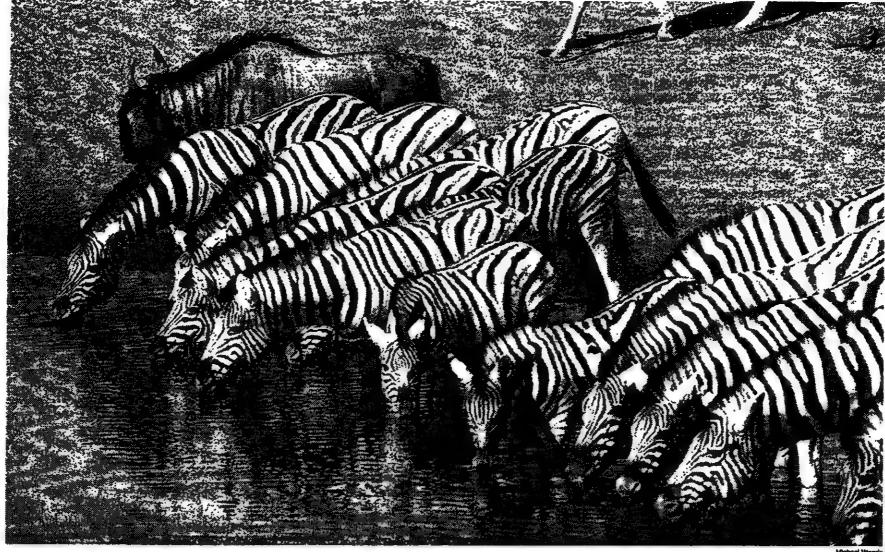
This is the largest of Etosha National Park's three rest camps, and its floodlit water hole is a perfect way for people to enjoy exciting African mammals without being confined to a vehicle. Namibia's vast distances mean many hours on the road. and Okaukuejo came as a welcome break

Etosha is best known for its immense white pan - acres of dried mud with a far-off glitter, as if from an incoming tide. It floods rarely, though, and then with water twice as salty as the see. The wildlife is attracted to the many perennial springs along the pan's southern shore. and there is constant activity at these shrinking pools. Elephant families wash and drink with abandon, nervous kudu approach with infinite caution, and groups of ostriches drink alternately, their heads smoothly lifting and falling like the wellolled parts of a machine, some scooping water while others swallow, watching for

Once, an observant giraffe, staring from on high, located a skulking leopard slinking through the bushes on the far side of the water.

France-sized and with about 1m inhabitants, Namibia is still wild enough to have significant numbers of game outside its parks, and any water in this parched country draws animals like moths to a candle. We watched rare desert elephants pad in to drink at Palmwag and stay to browse the well watered grounds of the rest camp through the night. Many hundred miles south, in the Fish River Canyon, a distant pair of olive klipspringers on ballet points danced nimbly down the smooth rocks to drink from one of the remaining pools on the canyon floor.

Prior booking and a doctor's certificate are required to walk this canyon, which is second only to the Grand Canyon in size. Walkers complete their five-day trek at Ai-Ais, a hot spring resort in the midst of the stony desert where the outdoor pool, as warm as a bath, discourages all but the laziest of strokes, while the two whirlpool baths are almost too hot for anything but



tentative toe.

Not all of the Namib is stony, though, and the Soesusviel area boasts the highest dunes in the world. Lofty, and with dra-matic peaks, their sandy faces are sheets of colour which, in the changing light, take on the pinks, creams, oranges and greens of ice cream, a strange sight for a

The long ridges beg to be climbed and, labouring upwards over the shifting sand, i was suddenly aware of a profound silence. Conversations on a neighbouring dune over half-a-mile away were easy to hear. The ranges of sand roll away in all directions, apparently without life, although an occasional oryx with ribs showing through corrugated flanks somehow ekes out a living in this barren land. Awesome though it is, this giant sand

pit is also fun, and suddenly we were run-ning and tumbling down the steepest face, though not with quite the same whooping abandon as the two Frenchwomen who

Diamonds were found among the sand grains on the surface of the Namib during the last century, and the mining town of Kolmanskop was established in the midst of the desert. For a time it flourished, its communal hall seeing plays and gymnastic displays put on by the fit young German immigrants living there. As the diamonds failed and the focus of interest moved towards the sea, the town fell into disrepair and is even now being drowned

by waves of sand. Another town which reflects Namibia's German coloniai past is Swakopmund but, far from becoming a ghost town, it has inst celebrated its centenary. Regarded as the country's premier holiday resort, it attracts the residents of a summer-baked Windhoek to enjoy its coolness and even its cloud. The chilling Benguela Current brings thick mists rolling in from the Atlantic to moisten the air; in the past, it also brought numerous ships to founder on the rocky western shore.

than Germany itself. Its colonial architecture has been lovingly preserved and, after the rigours of the desert, the pastries in its cafés and the Teutonic dishes to be enjoyed in its restaurants seem luxury indeed.

Although distances are great and the roads long, dusty and ruler-straight to the horizon, possibly 30 miles away, one of the joys of driving yourself in Namibia is the chance to stay on its guest farms. Unimpressive in appearance, Otjitambo turned out to be a gem. We dined on fresh pro-duce, home-made bread and game shot on the farm, overlooked by a set of oryx heads collected specifically for the odd twists and turns to their normally slightly

At dawn, we climbed a nearby kopie of rounded granite boulders adorned with grey-barked ghost trees to watch the sun rise; in the evening, we soaked the dust away in a deep bath fed by one of the two hot springs in northern Namibia. We Swakopmund is almost more German stayed just one night, but a week

would not have been too long. Michael Woods was a guest of Air Namibia and Namibia Tourism, which share a London office (tel: 081-543-2122: fax: 081-543-3398). Air Namibia flies directly from Heathrow to Windhoek,

Companies offering fly-drives to Namibia include: Sunvil Holidays (tel: 081-568-4499); Southern Africa Travel (0904-692469); Art of Travel (071-758-2038).

Namibia's capital.

Driving on Namibia's tarred roads is easy. There is little traffic and driving is on the left. Great care is advised on dirt roads, however, and a maximum 50mph is recommended. You should carry water. extra fuel and at least one sound spare

Living is cheap with fuel at 30n a litre restaurant meals with wine about £10 a head, and full-board accommodation £30 a night or less. Camping is simple with plenty of good facilities;

#### Let down by tyre trouble

THE SPARE tyre, fitted after a puncture just six miles before, went down with a despairing biss, a sharp stone sticking through its tread. We were 60 miles from the nearest settlement, Khorixas, on the bare ochre slopes of a dried-up river val-ley in the deserts of Damaraland. I took off the offending wheel, dumped

it with the punctured tyre it had already replaced and lowered the rear hub of the Combi on to a large stone. There was no shortage of large stones. Then we sat in the shade to wait.

It was my lucky day. Within 20 minutes, a remarkably short time on these infrequently used roads, a couple of fellows drove up with two tyres of their own to be mended. They had left a second, crippled vehicle on the road behind us. Not only were they going into Khorixas and coming back but their estate car was fast, comfortable and air-conditioned.

We harried into the tyre repairers. Fortune was still smiling for there was a bank opposite and I needed more cash to pay for the work.



I VEERED TRYING TO AVOID A SHARP STONE."

Then it was discovered that one of my unctures could be mended but the other the spare, had been so shoddily repaired previously that the stone had ruined the tyre. Fortunately, among the nine assorted new tyres on the rack was one that fitted the wheel, but at a cost of £100 - wine might be cheap here but rubber was certainly expensive.

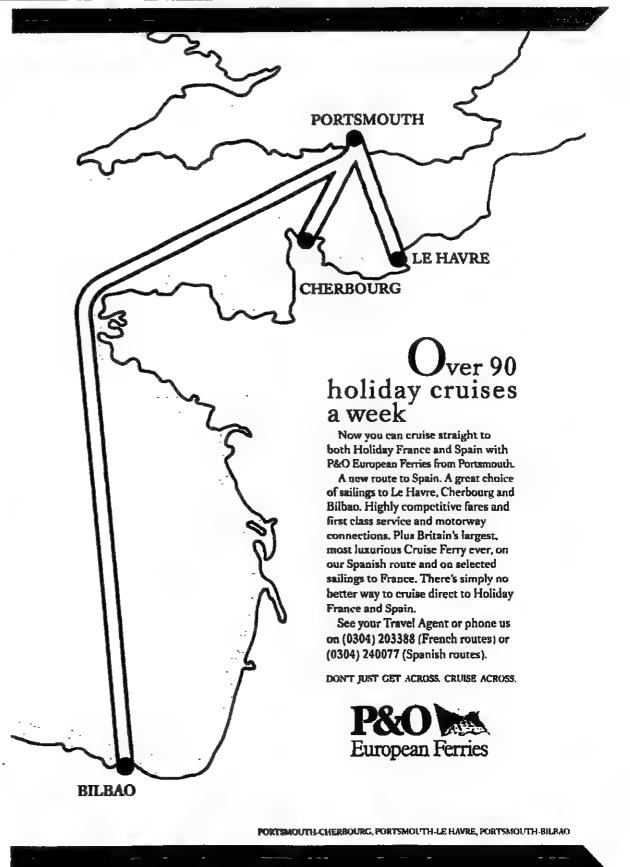
With all four tyres repaired or replaced and inflated, the three of us returned in air-conditioned comfort to the desert and to our respective vehicles. Our new tyre lasted precisely 20 miles before puncturing. Lady luck was in fickle mood. But we limped to the garage in Khorixas once more, just in time to mend our third puncture before it closed.

A whole day had gone. But the follow-Combi for a 4x4 with tougher tyres. And the hire company looked kindly on our contention that the puncture in the span supplied had been poorly repaired and refunded the money for the new tyre.

Michael Woods



COPENHAGEN O ODENSE O OSLO O STAVANGER O BERGEN O ECOS O TROMSSO ALTA O HOMBUNGSVÁG VADSO O KARASJOK O STOCKHOLM O ARLANDA O MALMÓ O GOTHEMBURG O LULEÁ O HELSINIX O LOMBON DÚSSELDORF O HAMBURG O KÓLN O BRUSSELS O AMSTERDAM O VIENNA O BEJUNG KUWAIT O ZURICH O MONTREUX O BASLE O NEW YORK O ATLANTA O CHECAGO O BOSTÓN O ISTAMBUL CAIRÓ O BANGKOK O SEDUL



#### FOOD AND DRINK

## Shanghaied by Chinese shrimps

Kieran Cooke admits murder but claims there were mitigating circumstances

AVOID dark places. I never swim. In restaurants, I always sit with my back to the wall, facing the door. A posse from POSS is after me. POSS, the Protection of Shrimps Society, is deeply upset. My crime? Eating shrimps. Live. While kicking and screaming, their little black ball eyes still quivering. A trial has been called for. At the very least, I am in for a ticklish assault by a thousand shrimps. It is not a pleasant prospect

I plead guilty to the charge, but there are mitigating circumstances. My crime was not premeditated. The shrimps forced themselves on me. There were also deep confusions of language and culture. It was in China – Shanghai to be precise. Lunchtime, and hunger is gnawing at the system. A likely, if slightly scruffy, restaurant on the corner. I navigate my way across the street. "What", says the smil-

ing lady of the restaurant, "would you like?" My Shanghai dialect is a trifle rusty. I try a few words. A crowd gathers, trying helpfully to interpret. "What is he talking about - has he a pain in his stomach?" "Now he's waving his hands about He's materiding to be a fish about. He's pretending to be a fish. Foreigners are peculiar."

Finally, the light dawned, or so I thought. Yes, I would have the soup, the fish, the dumplings and some rice. Everyone seemed overjoyed at this linguistic breakthrough. Handshakes and eternal friendship pledged between the Chinese and Irish peoples.

I sit back and wait. The fish arrived, big enough to feed six, its gaping mouth stuffed delicately with coriander and baby tomatoes. The dumplings were next. Dumplings, or jiaozi, are something of a Shanghai speciality. Steamed or fried, dipped in a little chilli, they slip down the gullet ach put up the green flag. All was

Some thin slices of pork followed, served on a bed of stewed jellyfish. Just like eating rubber bands. Takes one back to one's schooldays. All remarkably good. Some soup -made out of chicken broth with wild mustrooms. The amber flag is going up. The stomach says it is reaching capacity. A gulp of the local, very good, beer to stabilise

A traffic policeman sits down, wearily, at the next table. Poor man, he must go home each night with a thousand bicycle bells ring-ing in his head from Shanghai's 7m A covered dish arrives. A few

heads turn to watch. I lift the cover. And this is where the troulife with POSS started.

Inside the dish were about 50 small, dark-looking shrimps. Not

just alive, but doing trampoline es. Leaping and some ing all over. The restaurant lady darted forward quickly and replaced the cover.

Shouldn't they be cooked, just a little? I asked. No, she said emphatically. These are a Shanghai speciality. If you even show them a wok,

all their flavour will go.

But how do I eat them? The lady obliged. You simply pick one up with your chopsticks, dip it in the sauce – a mixture of Chinese wine, dark sauce and chills—and then dark sauce and chillis – and then bite it, just there, behind the head. Then you suck away, leaving behind only the shrimp's empty

Even the bicyled-out policeman had turned to watch. Too late to turn back now. A challenge. A stiff upper lip and firm grasp of chop-

sticks was called for.
I lifted the cover. Shrimps cartwheeled out. I caught one and

dipped it in the wine. Presumably the shrimps are supposed to enter the next world happily sozzled. Not so this one. Halfway to the mouth he did a triumphant flip, flicking Chinese wine into my eye while dis-appearing somewhere behind my

Guffaws from the restaurant. An old man wiped the tears from his eyes. A young girl giggled until her

I tried again. Success. And here I have to make a terrible admission. The shrimps were very good. The best I have ever tasted. Sweet yet bold, with a heady piquancy about them. But eating all of them was a tiring business. The stomach had put up the red flag long ago, but no matter. To leave one shrimp would have been a grave gastronomic sin.

Of course, none of this goes down well with the POSS gang. The con-sumption of live shrimps is all right, it seems, for the Shanghai-



nese. But if the habit spreads to the west, then all of shrimp society, as we know it, could be undermin I have sent POSS pleading letters. I was hungry, I said. I was ignorant. The shrimps were happily drunk. I have promised to confine

my live shrimp-eating to Shanghai I will not tell a soul about how wonderful it all was.

But will POSS listen? I sense their little black eyes searching for me, their little legs swimming ever



## Labour of gastronomic love

Nicholas Lander considers a very individual food guide

booth in Bentley's in the west end of London and for the , next two hours we talked res-

There was no overt criticism of any particular establishment as there might have been if my guest had been a restaurateur, nor were there any of the guarded comments that can often be exchanged by two restaurant writers keen to protect information and sources of gossip.

But, in spite of my own enthusiasm and knowledge of restaurants, after our talk I knew that I had met my match. My guest, Thomas Henkel, a 44-year-old senior manager with Conoco, who manages its 270-strong fleet of chemical tankers from the gastronomic wasteland of Wilmington, Delaware, had been to more restaurants, hotels and bars than most people in the food busi-

And he had catalogued them all. Since he took up this hobby in the mid-1980s he had compiled a computer list, based on visits to more than 500 American eateries. Then, in late 1987, in a move which he described as one of the greatest pieces of good fortune in his life, he had been transferred to London when the American dollar was

He was quick to take advantage of all that Britain could offer and then, when his job expanded, he travelled widely abroad. After 4%years his word processor contained

(generally from the Allgau in

Germany); a cheese which has

never ripened and which never

will, and which resembles in

no respect the rare and

remarkable cheeses which are

still made in the Brie province

From the depths of the these

black thoughts, it is wonderful to learn that there are still a

few people who feel passion-ately for "real" cheese and who

are ready, even in these times of cheese-stifling health regula-tions, to open a shop dedicated to the very best of European

cheeses. One such person is Patricia Michelson of La From-

agerie in Highbury, north Lon-

don, a shop which opened just two weeks before Christmas

last year but which has

ing new cheesemonger to

appear in the capital since the

launch of the Neals Yard Dairy

in Covent Garden more than a

decade ago.

already proved the most excit-

in north eastern France.

UK, 62 on Germany, 39 on Spain and 57 on China and 19 on Tibet, part of a holiday Henkel organised with the proviso that he organise all the meals personally.

Since his return to the US Henkel has put together another list containing more than 500 American entries so that his total now stands at just under 3,000. Each entry gives all the usual particulars, the bill's total, a recommended table or room a short, descriptive note and a ratmg out of 10.

His rating philosophy is based on an amalgamation of food, service, ambience and, most importantly, he believes, an appreciation of what the restaurant is trying to be. This allows him to rate a good local bis-

taurant. Top marks go to Comme chez Soi, Brussels, im Schiffichen, Dusseldorf, and L'Arlequin in London. Bottom of the class is a pub in London's West End and a bar in Texas. Finally, there are four graphs highlighting restaurant costs, cuisine types, number of visits per week and restaurant loca-

Although Henkel is aware of the commercial possibilities of his guide he is reluctant to pursue them at present. He enjoys his job with Conoco but says compling the guide is a hobby which has made him a worldwide network of friends.

For a copy of Thomas Henkel's Guide send a self-addressed envelope to 16 Fox Hill Lane, Greenville,

## Wine or the grape: that is the question

RRENA SUTCLIFFE, head in the long term, but only if they of Sotheby's wine department, was describing, at a discussion over dinner with the CIVB, the official wine organisa-tion of Bordeaux, how difficult it is to persuade "what I call The Ordi-nary Wine Drinker" that he should drink basic bordeaux rather than

Bulgarian Cabernet. "I wonder", she asked, looking deep into the president's eyes,
"would it be possible for you to put
a bit more florour into your wines?"
The officials dutifully took notes and presumably, after a few dozen committee meetings, an instruction will be sent to the Entre-Deux-Mers region which provides so much ordinary bordeaux. Hold the sub-

tlety.

The French in general, especially the Bordelais, are feeling particu-larly sensitive about competition from other countries at the moment - not least because their wine exports have dropped for the first time in a decade. The CIVB conceded one important point over this recent dinner in London. We managed to convince them of the folly of their stated party line that "Bor-deaux should not be judged in the same league as New World wines...the criteria used need to be different". But they are determined to play according to different rules from the New World.

French appellation officials have decided to ban the names of grape varieties from wine labels. The theory is that once they start seiling their wines as, for example, Char-donnay and Cabernet Sauvignon instead of Chassagne-Montrachet and Pauillac, then they agree to play the same game as New World wine producers and throw away their trump card: geography, or ter-roir. They are banking on the fact that, as far as geographical wine names go, they are centuries ahead of the Americans and antipodeans in terms of brand development.

But what is the most sensible way to label a wine? Until the perfect grape variety is found for every plot of vineyard and all wine drinkers know what that is (and we are a very long way from that), information about grape varieties is genuinely helpful to the modern consumer, even if printed in much smaller type than the name of the wine's provenance.

The French may find that their place-based naming strategy works

are serious about improving quality in the lower ranks, which they tend to translate directly as curbing yields. (And this should certainly help to "put more flavour" in the Entre-Deux-Mers wines - although some parts of the region may be simply too cool to ripen red grape varieties fully anyway.)

What would you surmise from the word Tarrango on a wine label, for instance? This red in a burgundy bottle, new to Britain's shelves, may sound Latin American, but in fact it is from Brown Brothers, a 104 year-old family company based in the Australian state of Victoria. A closer look at the italics under the "Limited Production" stamped on to the label (which sets one thinking about how many wines are available in infinite quantity)

Jancis Robinson considers another New World versus Old conflict

reveals that TARRANGO is a new Australian grape variety, designed to yield light Beaujolais-juicy reds for summer drinking. At £4.45 from Waitrose it seems a good buy to me, with lots of fruit, no tannin, and something reminiscent of South African Pinotage about the aroma. Ironically perhaps, this specially-bred vine variety has in fact been named geographically, after a small township in Victoria.

The Bordelais may never feel seriously threatened by Tarrango, but the sensible ones are monitoring closely (or even participating in) what is happening just three hours down the autoroute in the Languedoc. Many of the region's best buys are Vins de Pays labelled by grape variety, tolerated if not encouraged by the French appellation authorities, but more and more exciting Corbières and Minervois appellation

wines are also emerging.

DOMAINE DES PENSEES SAU-VACES is a small property in the rugged heart of the Corbières run by British emigrés Nick and Clare Bradford. Mirroring what the typi-cal Brit thinks of English winemaking, I had never sought out the wine, but a bottle of their regular 1991 tasted recently was extremely impressive; subtle (the Bulgarians need lose no sleep), rewarding with food, and clearly made from old vines with care and passion. The 1991 costs £4.50 from Ben Eilis of Brockham, Surrey (0737-842160) which also has the 1991 Reserve. The 1990 is just £4.75 from Abbey Cellars of Yeovil, Somerset (tel: 0835-76228).

The most useful bit of information on most wine labels is of course the name of the producer. There are few producers who could persuade me to part with £7 for a bottle ranked only as a vin de table, the lowest French wine rank, but the small print on the label of LES COLLINES DE LAURE 1991 carries the name Jean Luc Colombo, one of the Rhöne's most energetic and user-friendly cenologists. This excitingly vibrant red is made from his Cornas vines too young to qualify for the strictures of the Appellation Contrôlée authorities and offers a superior Syrah-with-a-story for drinking this summer (£6.75 from Adam Bancroft, 4 -7 Great Pulteney Street, London WI 071-434-9319).

This young Master of Wine specialises in Under-appreciateds, Eastern France. His VDQS Cotes du Vivarais 1990 from MAS DE LA BEGUDE is staggeringly powerful and ambitious for £5.58, and knocks spots off the average supermarket Châteauneuf-du-Pape. A wine to be drunk or kept, but certainly a name

The name Denis Dubourdieu on a white bordeaux label should alert wine insiders. LR SECOND DE REY-NON 1992, 25.49 from Oddbins, is marvellously fruity, an adjective all too rarely applicable to dry white bordeaux in my experience, although 1992 whites are better than most. Pomerol and Michel Rolland is another insider combination, and Oddbins again have his well structured, full blown generic POM-EROL 1991, in fact his declassified Ch Bon Pasteur, at 27.99 which is also ready for the dinner table.

Finally, evidence that the Spaniards at least are prepared not just to countenance international competition, but to take inspiration from it. Sainsbury's has the cleverly crafted, barrel-fermented NAVAREA VIURA-CHARDONNAY at just £3.99, perhaps too caky for some palates, but a creamy full-bodled combination of one local and 80 per cent of another distinctly international grape variety.

## A passion for perfect cheeses

Giles MacDonogh meets a woman on a serious food mission

other foodstuff. exception meat, cheese requires the most careful handling on the part of shops and supermarkets. In the smaller supermarkets

cheese presents a problem: swaddled in plastic and kept at maturation-inhibiting temperatures, the cheeses are robbed of any qualities they might have ever had. They might as well be used for cooking, for as often as not, attempts to coax them back to life by keeping them in a warm room fail abso-

Few things depress me as much as the sight of a secre-tary scurrying back to her office from the local supermarket ciutching a piece of "Brie"

#### CLARETS AND VINTAGE PORTS

WANTED

We will pay auction hammer price Payment immediate. Please telephone Patrick Wilkinson 071-267 1945

WILKINSON VINTNERS LIMITED

Fine Wine Merchants
41 Constantine Rd London NW3 2LN

This is not the first time that Patricia Michelson has come to the attention of this page. A few years ago she started a wholesale business which she operated from her garden shed. This tiny, 10 ft square shop, however, has been her first chance to offer a selection to

the public as a whole. They butters from Normandy and have certainly taken her up on it: as I sat interviewing her on a weekday evening, desperate cheese-lovers scratched anxiously at the door. On a normal day she can accommodate them: she is often open as late

The minuscule shop already under sentence of

Truffle cheese is best crumbled over risotto and scrambled eggs

death, as the authorities want to turn the site into sheltered housing. Patricia is unworried. She already has her eyes on another premises across the road, and once the building work is finished she will get her old shop back, which she will turn into a charcuterie, selfing hams and sausages. Even now La Fromagerie finds space for good bread (including the tooth-shattering loaves of Lionel Pollane); Tuscan and Umbrian olive oils;

pulses; sun-dried vegetables;

honeys; and delicious raw-milk

the Churentes. She also has a wide selection

of olives which she makes up herself using recipes from around the Mediterranean. Naturally the chief thing is cheese. Patricia was switched on to cheese by skiing holidays in the Savoy where she met

the great cheeses of Franche-

Comté as often as not made from the milk of the wonderfully named Abondance cow. French cheeses are her first love, but the shop has much more besides. She is a hard woman to catch out: there are pungent, washed-rind cheeses from Belgium; mountain cheeses from Italy; Dutch and Swiss cheeses; great blue cheeses from the British Isles; all arranged in such a way as

that here, as in a great French cheese shop, you may stipulate the precise day on which you intend eating your cheese. Nothing is bought from the London trade. The purchases are all made in the country of origin. This ensures that many of these cheeses are available nowhere else. Here are a few of Patricia's specialities:

Parmigiano Reggiano (Par-

mesan) from Italy. The "Stra-

to encourage their ripening, so

vecchio" or "very old" is a white, winter milk cheese of the sort valued in Parma itself (£9.30 per Ib). This should be placed on the cheese board and not grated. For grating there is a 1990 Parmesan (£7.30).

Asiago from the Veneto in Italy. This hard cheese is often confused with Parmesan. It has

a nutty flavour and a good tangy finish (£5.70). ■ Truffle cheese from Piedmont in Italy. This is half goats' milk and half cow with a natural rind. This is a remarkable cheese with a very power-ful truffle aroma. Patricia thinks it is best crumbled over risotto or scrambled eggs and eaten with a glass of champagne. It costs £16.60 per lb if you want real pieces of white

made with truffle essence.

Beaufort from Savoy (France). This two-year-old cheese is Patricia's pride and joy. The texture is already granular. This is a highly pun-gent cheese and requires a

truffle, or £14.60 for the cheese

good glass of wine (£10.40).

Bruzi from Belgium; a washed rind cheese of the Maroilles type. These cheeses are not for the fainthearted. A similar cheese from Lille goes by the name of "Le Puant" (the

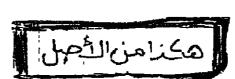


(£7.50). ■ Wensleydale from England. This cheese is made from half ewes' and half cows' milk just outside the famous Dales region but using traditional techniques which made the Dales famous (26.10 b).

stinker). Eat with real ale Gabriel from Ireland. A cows' milk cheese made to a Swiss recipe. Very nutty with a long finish (£7.50 lb). Crottin de Chavignol from the Berry (France). Many Crottins are rather hard by the time they get here, but this is young and fresh with a lemony

acidity. She has older cheeses if you prefer. £2.50 each.

La Fromagerie, 1A, Highbury Park, London (tel: 071-359-7440) is open weekdays from 10.30 until around 8pm, and on Sundays from 10am 2pm. It closes on Monday



d . 🐿

## Wherever there's a polo field

In spite of the recession horsey pursuits are still popular, as Gerald Cadogan discovers

ORSES are expensive luxuries, needing swathes of grass, special food, shelter, tack, medicine, and clothes for themselves and their riders. And when Lloyd's losses loom large, giving up equine pastimes is an obvious economy.

Yet, horsey pursuits retain their popularity in Britain, in spite of the economic downturn. And while prices for properties with stabling have suffered in the recession, like everything else, the market for them will survive so long as people race. hunt, jump, trek, play polo or drive car-

It is not just Britons who are keen are such properties. Earlier this year, Strutt & Parker sold the late Jim Joel's stud at Childwick, Bedfordshire, to the Swiss connections of the Portugese owner of The Fellow (the beaten favourite in the Cheltenham Gold Cup). And John D. Wood reports that a potential Italian buyer has just viewed Sylvandene in Surrey the top-notch equestrian centre of David and Marion Mould. The guide price is £450,000.

Several stud farms are on the market. Christopher Stephenson, a specialist in racing and bloodstock properties, and Woolley & Wallis are offering Woodminton Farm for around £750,000. This is under the downs west of Salisbury, Wiltshire, and where Major and Mrs R.B. Kennard bred Cadeaux Genereux and Smarten Up.

Stephenson also offers Jevington Place near Eastbourne, Sussex, at the same price (down from an original £1.1m) with its acreage reduced slightly. Its smart yards with 45 loose boxes, barns in Sussex-style



Idover House: the home . .

knapped flint and brick, paddocks with post-and-rail fencing, and position next to the church make an attractive proposition. Another in Sussex is Burleigh Farm, near East Grinstead and Gatwick airport. It has 21 acres and an immaculate and practical six-box yard, offered by Jackson-Stops at 1675,000.

Outside Newbury, Berkshire, Savills is selling the Woolton House estate with its Woolton House stud. Among its winners is Supreme Court, which took the first King George VI and Queen Elizabeth Stakes at Ascot in the Festival of Britain year (1951) in the colours of Vera and Thomas Lilley (of Lilley and Skinner). After he died, she married Colonel Roger Hue-Williams. Theirs was the heyday of the stud in the 1960s and 1970s.

The whole is priced at £3.25m, or is

available in lots. The big house (in one lot) needs work but would make an excellent base for racing and entertaining, as it did for the Hue-Williams. The dilapidated subsidiary house that goes with the stable yard (another lot) is an 1880s villa - a potential delight if re-done completely.

Neither house is listed, which will make it easier to alter them, and both have fine trees screening them from the road.

In Cheshire, the Rookery Park stud near Nantwich is on offer from Lamont (with Stephenson) at more than £1m; it has 29 loose boxes and six-furlong gallops. The house was built in 1987 in half-timbered style. In Hertfordshire, Mullucks Wells (with The London Office) has the Blakeware stud with 18 boxes and a listed Victorian Gothic building that used to be a coach house. Price: around £695,000. For



£100,000 less (from Bedford and Savills) is the Tally Ho stud near Bury St Edmunds in Suffolk. That is the price for the peach-painted Regency house and garden, but the yard with 15 boxes is a further

Idover House near Malmesbury, Wiltshire, with two yards and paddocks, makes a good base for hunting with the Beaufort, Lane Fox offers it at around £495,000. Near Cheltenham, the same agent has Rossley Manor, an old Cotswold house with stable yard, grazing, and holiday cottages that produced an income of £25,000 last year. The price without the cottages is around £750,000. In the same region, Hamptons is selling Little Park at Wootten Bassett in Wiltshire; this boasts a cross-country course built in 1990 by the same people who constructed the course at Badminton. The house is 17th-18th century, with 262 acres, and the price (over

£975,000) includes a first-rate shoot. In Hertfordshire, Coltsfoot Farm at Datchworth has six paddocks and 30 boxes, for around £495,000 from Strutt & Parker. It could make a good base for the growing practice of do-it-yourself liveries, where the box is let out at a typical rate of 200 a week

If your dream is a training yard, Lambourn on the Berkshire Downs runs Newmarket a close second. The gallops are owned privately and maintained superbly. Trainers pay £52.50 a month plus VAT per horse - racing on the flat - to use them.

In the centre of the village, equestrian property specialist Pilgrim Bond offers Bourne House, a 41-box "town yard" (last used by Nicky Henderson) for £350,000. On the edge of Upper Lambourn, Lane Fox has Charlie Brooks's yard at Uplands, with 58 boxes, for around £850,000.

If dressage is what matters, Addington Manor near Winslow (of Great Train Robbery fame) in Buckinghamshire is where Lady inchcape has created the top dressage centre in the UK. It is new on the market (from Strutt & Parker and Savills) at over £2.75m.

Another "seriously rich" property in the county is Great Hundridge Manor near Great Missenden, a Grade II house with 628 acres, 28 boxes and 10 paddocks for around £3.5m from Knight Frank & Rut-

But the top priority for many people is a paddock for the children's ponies. Keep your eye on the local newspaper but expect to pay considerably more than the usual prices for agricultural land - even £3,000-5,000 an acre. Renting on a grazing agreement is likely to be £50-£60 an acre.

■ Further information from: Bedford, Bury St Edmunds (0284-769999); Hamptons, Marlborough (0672-513471); Jackson-Stops (071-499-6291); Knight Frank & Rutley (071-629-8171); Lamont, Nantwich (0270-624441); Lane Fox, Cirencester (0285-653-101); The London Office (071-439-3900); Mullucks Wells, Bishop's Stortford (0279-755400); Pilgrim Bond, Lambourn (0488-72911); Savills (071-499-8644); Christopher Stephenson International, Newbury (0635-528585); Strutt & Parker, St Albans (0727-40285); John D. Wood (071-493-4106); Woolley & Wallis, Salisbury

OUSE PRICES continue to stabilise. At the bottom end of the market, the Nationwide index of the average price of houses – for which the building society give mortgages – shows a slight rise in May of 1 per cent, for the third month in a The Halifax index shows a 1.2 per cent

decline. The figures are still 5.5 and 3.3 per cent down on May 1992, underscoring the point that any property must be reasonably priced - in 1993 terms - to sell. Buyers at the top end "still want to be predatory", says Savills' Justin Marking.

They must feel there is some "give" in the price. A house priced too highly will deter Vendors are starting to offer houses, he finds, two months later than usual in the annual cycle. It took until until spring for confidence to pick up and may mean that the early summer buying season will con-

Another market indicator is the purchase by an overseas buyer of 4 St James's Square in Mayfair, London, at

tinue through the August Iull.

Cadogan's Place

## House price stability continues

close to the guide price of £6.5m freehold. Conversion from business use to a house will cost another hefty sum. The agents were Wetherell and Herring Baker

Built in 1725, the property was the home of Nancy Astor, Britain's first woman MP, and then of the Arts Council, before becoming temporary law courts and finally the seat of the Employment Appeals Tribunal. It comes with garden and mews. In the mews are three cells and a slaughterhouse.

■ Green-minded readers looking for a place that is undeniably different should visit what is virtually Britain's southern mainland limit, the Lizard, in Cornwall. The National Trust in Cornwall (0208-74281) is offering a 99-year lease on

ers who will pay for the repairs.

Shaped like a Norman castle keep, Signal House looks out to sea on three sides and was built in 1872 for spotting ships and communicating with them by semaphore as they entered the Western

Telegraph operators sent details of the vessels to Falmouth; from there, they were forwarded to Lloyd's in London and to the owners, who could send back their orders. This meant the ships did not have to put in at Falmouth. By 1877, the station was dealing with more than 1,000 a

As a residence, it has four bedrooms, an observatory-landing and a rooftop sundeck with complete privacy. But attitude

the old signal station on Bass Point at is as important as price; the Trust has over £85,000 (but no ground rent) to buymany years and wants buyers of like

> ■ Attitude matters also at The Cottage in Chariton, near Banbury, a village house which is being offered as a furnished let.

It has 10 bedrooms, three tennis courts and a panelled dining room modelled on the senior common room of Merton College, Oxford, all put together by a noted barrister and politician, Frederick Smith, who liceams the first Lord Streenhead.

The tenants must cooperate with his family on using the tennis courts and holding the annual village fête in the garden. The guide rent on an assured shorthold of three to five years is £30,000, to include some daily help, a gardener and

Grazing, stabling and full livery for

borses, a kitchen garden and rent of a cottage are negotiable extras. Details from Lane Fox in Benbury (0295-273592). ■ Across the road from Hampstead

Heath in north London, Schreiber Developments has just completed Temple Heath Lodge in Templewood Avenue; there are four well-planned apartments on 125-year leases at around £1m (through Gold-schmidt & Howland, 071-435-4404, and Savills, 071-431-4844). The joinery of rare quality is right for a

firm that began by making furniture. The flats look over to the heath and the rich, red brickscape of Hampstead's roofs. Next door are Schreiber's offices, designed by James Gowan 30 years ago

COUNTRY PROPERTY

and rated one of London's best post-war

■ Another distinctive 1960s building is Capel Manor House near Tunbridge Wells in Kent, designed by Michael Manser for the site of a demolished Victorian pile.

The house is a glass pavilion and sits on the arched terrace of the old house, surrounded by a large, terraced garden of 3.5 acres brought back from wilderness by landscape architect Bodfan Gruffydd. The rhododendrons and azaless are splendid. Jackson-Stops (071-499-6291) offers it at a guide price of £385,000. Clearly, one for

Tom Fort on fishing property, Page XVII

#### Correction

In last week's article on Italian property, the house pictured was captioned incor-rectly. It is in fact "Imbrotone," priced at 2375,000 through Brian A. French and Associates, of Knaresborough, north Yorkshire. Tel: 0423-867047 0423-865892

LOWER WYE VALLEY

SITE FOR RESIDENTIAL DEVELOPMENT

5 ACRES (approx)

PLANNING CONSENT FOR 70 DWGLLENGS PLUS & HUPSING HOME

incuted in a wooded valley on the edge of his village and close to the River Wye, this

last two years and is now ready for

THE COUNTY

HOMESEARCH

COMPANY LTD

Tel: 0291 623823

brook, near Monmouth, Gwent. (Monmouth, 2% miles)

#### LONDON PROPERTY

### CHELSEA HARBOUR SCULPTURE '93 14 JUNE - 18 SEPTEMBER Admission is free to this major exhibition. Apartments from £236,000 Townhouses from £566,000 Belvedere Penthouse £3.8M Harbour Estates - Tel. 071-351 2300

Chelsea Harbour, Lots Road, London SW10

#### JOHN D WOOD & CO. 95 EATON SQUARE.

SW1 A penthouse style top floor flat over two buildings on the north side of the square, 3/4 beds, 2 baths, 45ft recep, kit, clkrm.

> Lease expires 2001. Rent £29,200 pa. Price £120,000.

MAYFAIR OFFICE 071-408 0055

#### TOWN HOUSE **Holland Park W14**

2 beds, garage in pleasant quiet location.

Freehold - £265,000 Details: 071 602 1272

## CHARTERED · SURVEYORS SAWBRIDGEWORTH LIVERPOOL STREET 43 MINUTES

LONDON 24 MILES, STANSTED 10 MILES A HANDSOME GRADE II LISTED TOWN HOUSE IN AN IMPORTANT AND MOTABLE POSITION

butter's parity and cellar, impressive Georgian staircase; double garage. Spacious detached Grooms cottage with litting room, littchen/hyreatrise ng room, kitchen/breaktast room, batt FOR SALE FREEHOLD

Please content Cambridge office. Tel. (0223) 352566 (Int. Fax. 010 44 223 480 885)



HERTS/ESSEX BORDERS ishops Stortford 4 miles -M11 Motorway 4 miles COUNTRY BOUSE WITH UP TO 36 ACRES Hall, 3 Reception rooms, Kitchen, Utility, Canada Special Rooms, 6 Bedrooms,

Batheroms, Self contained 3 bedrooms, Batheroms, Self contained 3 bedroomed Swimming Pool, Tennis Court, mature Garden, Garaging, Paddocks, Up to 35 acres available. Offers Invited

GLORIOUS SOUTH DEVON Scandinavian Lodges in beautiful wooded valley. From

£44,000. C.G.T. roll-over relief. Guaranteed 10% net returns. Full management. Indoor pool & many facilities.

WKM, WOOD, BISHOPSTEIGNTON, DEVON TQ14 9TN Tel 0626 776988 - FAX 0626 770595

EDINBURGE, Mouningsde, 10 Charch Hill belightful stone built detached Victoria family house in 1 acre private garden. 4 public, 5 double b gramy wing, fitted kitchen and use offices. Gas central heating. Garage in former coach house. To view tel 031 447 2102 oc 031 226 4771. Further particulars from ad offers over £425,000 to: Tods Murra

WS, 66 Queen Street, Edinburgh.

Weekend FT On 26th June 1993 RESIDENTIAL PROPERTY editorial will focus on COTTAGES

To advertise please contact

Sonya MacGregor Tel: 071 873 4935 Fax: 071 873 3098

### Weekend FT

On 19th June 1993

RESIDENTIAL PROPERTY editorial will focus on

IRELAND

To advertise please contact Carol Haney on 071-873 4186

### JOHN D WOOD & CO. OXFORDSHIRE

CHARLBURY

Charibury 4 miles Puddington 65 minutes

traditional Cotswold stone farmhouse in a superb setting with extensive traditional buildings, some with 81 use. 5 beds, atric, buth, 2 receps, kit, utility, cellar. About 6 acres.

> OXFORD OFFICE 0865 311522

JONES &

PARTNERS

BEVERLEY

#### CLUTTONS NEAR BATH 3 miles City Centre. 8 miles Bristol. Important detached village house datin

rom mid 16th Century with a number o period features, 3 reception rooms, 6 drooms, 3 bathrooms, kitchen with Ag Range of outbuildings. Swimming po Garden and orchard. 1.25 Acres. Price £295,000 Cobb Fart (0225) 333332

CLUTTONS, BATH OFFICE:

A discreet, highly experienced and professional team that guarantees to save you time and money in finding For further in Devon and Cornwall Hants and Dorset The Cotswolds 0872 223349 0962 715768 0242 262260 R374 100077 Bucks, Berks, S. Oron 0494 766140 London 081 960 7979

## PLYMOUTH, DEVON

Fine 5 bed. fise. er 1 Acre Gdn with O.P.P residential Development. (Potential 8-18 Sites). STRATTON CREBER Tel: (0752) 670700. (Ref: GDA) for fall particulars

CLUTTONS NORTH YORKSHIRE NEAR HARROGATE Ripon 8 miles. Harrogate 12 miles notes december Grade II Librari Dulin minuse enjoying a superb raral position. explicit rooms, study, familiouse kitcher lity room, 5 bedrooms, battiroom, showe Adjoining barn with potential to creat trage with potential for conversion. Attracting garden with trout stream. Furniselldings granuland and woodland in a ring fence. In all some 25 Acres HARROGATE OFFICE: (0423) 523423

#### OUTSTANDING QUALITY A 5 BEDROOM BOVIS HOMES IN SANDHURST.

Thoughtfully designed and built to exceptionally high standards for the discerning purchaser. These 5 bedroom detached Bovis properties include an ensuite to the main bedroom, a study, separate utility room and double garage and have the quality specification for which Bovis is renowned.

Prices start from only £198,500. 2% off your mortgage for 2 years or carpets and curtains

Telephone (0276) 33652 (24 hrs).

Subject to contract and status. Offers available for reservations on certain plots by 31/7/93. Prices correct at time of going to press. Ask at our sales

#### HANOVER APARTMENTS 19 PRINCES STREET . WI

A SELECTION OF LUXURIOUS STUDIO, ONE AND TWO BEDROOM APARTMENTS AVAILABLE FOR RENT JUST OFF HANOVER SQUARF. THE APARTMENTS ARE IDEALLY PLACED CLOSE TO THE SHOPS, BESTAURANTS AND THEATRES OF THE WEST END. OXFORD CIRCUS IS LESS THAN 200 YARDS AWAY. RENTS FROM £165 - £375 PER WEEK

Marble Entrance Hall - 24 Hour Porterage Video Entrance Phone 2 Passenger Lift» Independent Heating Fitted Kitchens Designer Furnishings - Satellite TV Optional Room Servicing · Secure Car Parking



#### SCOTTS SUFFERANCE WHARF, SE1 The City on your doorstep

Beautifully finished, Bovis Homes one, two and three bedroom opartments and penthouses situated by St Saviour's Dock. Most apartments feature a private balcony, while a fined kitchen comes as standard with oven, hob, fridge/freezer and washer/dryer. There's also a video entry system.

conterage and secure underground parking. Why wait? A selection of show apartments now available for sale. Prices from £99,000, Telephone: 071-237-5260 (24 hrs). Subject to combract and essents. Offers available for reservations on certain plots by 31/743.

Proces correct at time of going to proces. Ask at our sales office for details.

#### KENSINGTON.

Specious, Double-Frontied, Interior Designed House, 6 Bed, 4 Bath, 3 Rec, Large Front & Rear Garden, Swimming Pool.

9875,000. Freehold, Tel: 071 371 1872.

LONDON RENTALS

SWI, ST JAMES. 1 BED LUXURY furnished flat. Available 7th July £195 per inc HW & heating, 7st 0929 554 280.

### MAJOR NATIONAL AUCTION

BY ORDER OF THE MORTGAGEES AND OTHERS

to be held on 5th JULY 1993 **220 LOTS** 

at The Royal Garden Hotel London W8



STICKLEY & KENT 071-281 0184 071-284 0181



### 51 MONTAGU SQUARE W1

An elegant conversion of a fine Period Residence. 5 LUXURY APARTMENTS FOR SALE 1, 2 or 3 Bedrooms

£175,000 - £325,000 Leases 63 years Low outgoings View Sunday 2pm to 5pm Or brochure from GRAHAM HARRIS 071 724 9423

### **EQUESTRIAN PROPERTY**



#### Wiltshire

sive Grade I listed manor house, dating An impre An impressive Grade 1 listed manor nodes, dain from the 15th century, set in formal gardens feether that such masters palety 4 respins nodes make introduced in the set in the s

About 173 acres Apply: Circurcoster (0285) 659771 or London 071-629 8171 (A)[[A]雅] 以金命



in the middle of its own land

**About 214 acres** As a whole or in lots Tunbridge Wells (0892) 515035 or London 071-629 8171 HAME WIT DRAW



#### Perthshire

A luxuriously appointed tower house set in the heart of Perthshire countryside 7 reception rooms including billiard man is bodroom as Staff that Professionally designed golf course. ifedoi reimming poil, all wouther te

STRUTT & C. PARKER

Berwickshire Coldstream 5 miles Berwick upon Tweed

16 miles. Attractive and bistoric residential and agricultural

estate. Mansion house with 5 reception, 6 principal bedrooms,

SUFFOLK - WOODBRIDGE

Converted granary on the banks of the River Deben

Flats and cottage - prices from £79,500

Joint Sole Agents: Neal Sons & Fletcher (0394) 382263

0473 611644

BRIGHTWELL GOURT MARTLESHAM HEATH IPSWIGH IPS 7RF Cambridge - 129wich Norwich - London - Perth

COUNTRY

RENTALS

OSEA ISLAND. Spacous apart 8 small house on beautiful 400 acre private Island. Under 2 hours London £350/£450 pcm. Unium Osea Island, Meldon, CM9 8UH. 0621

AUTHOTON, EAST BUSSION, MINU

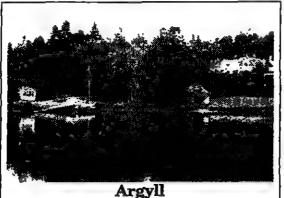
brand new detached home est in 2 acres of shared private parkland with 2 tennis courts. 4 Beds. 2 Baths, 3 Rec. torDey room, gas C/H, double glazing, deutole garage, private gardens of about y, acre £265,000. Beaucler Estates Tel. 0323

4 bathrooms, domestic offices, lovely gardens and policies. Stable

**About 38 acres** 2 miles of salmon fishing on the Lower Middle Tay 1993 each - 333 salmon, Available with house or separately Region 24% million for the whole Apply: Edunghundi 031-255 7105



Reception half, 4 reception routes, 5 principal bedraum suites, riher bedrooms, 3 buthrooms. Extensive grounds, Walled gardon, Cruch house divided into 4 guest-staff flats. Stable yard with 12 base to are, Ahout 180 acres of pasture. Amendy was disince, ponds and streams.



An enchanting island property lying in sheltered waters close to the mainland and with a wide variety of attractions Principal house with 3 reception rooms, billiard morn, modern kitcher with Agn, 9 bederance, 1 bethrooms. Self contained flat.
7 numbertured holiday cuttages, 2 let cuttages, service cuttages, 2 others and Primary School

onthruse, floating pier and tennis court. Sporting rights including Red Deer About 1,340 acres

THE BROWN CANDOVER ESTATE

An exceptional Agricultural and Sporting Estate.

Between Alresford and Basing **2,295 ACRES** 

20 Hanover Square, London W1R 0AH Tel: 071-629 8171



h swimming pool. Sauna. Jacuzzi 50 Modern Stables and Staff commodation. All Weather Track. Very scenic location. er details and color brock Tel: 010 353 1 6616788

HOBANS

EQUESTRIAN CENTRE HOLSWORTHY, DEVON

les. 3 neres of land and 4 ba

Offers in the region of £225,000 Tel: 0566 776886 Pax: 0566 7759L5

#### et pegasuç ABRIDGE

A fine equestrian 4 bedroom property with gallops, horse pool & approx, 7 acres Tel.: Sylvia Jones or Nick Hill

0442-248887

### BEDFORD

Between Bury St. Edmunds and SMALL STUD 15 Boxes, Cottage, Railed Paddocks \$185,000 Freehold

BURY ST. EDS. 0284-75999



The equestrian property specialists in the Northern Home Counties and East Anglia (Inc. Newmarket).

Contact Lara Barnett or Edward Keymer Tel: 0223 233024 Fax: 8223 233026

THE NORTH OAKLEY ESTATE Between Newbury and Basingstoke.

1,149 ACRES

An attractive Residential and Agricultural Estate.

5/7 bedroomed Marier Creabouse

#### Rax Stander CHARTERED SURVEYORS

DARM & COUNTRY

OWLEY, WITTERSHAM, KENT AN EXCEPTIONAL RESIDENTIAL

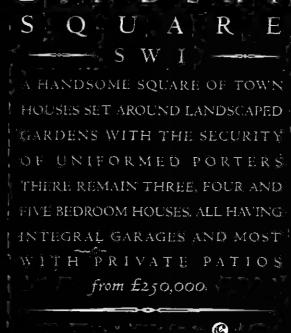
Period House in Delightful Grounds. Converted Oast House. Staff Flat and Cottage. Range of buildings. Puddocks In all, about 117, acres. Further istnd available. For details apply Sole Agents: Tel: 0580 713250

ARENA UK One of Britaln's leading comp

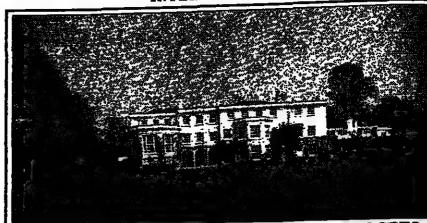
Fax: 0580 712339

Indoor arenas. I restaurents, outdo arenas, 65 boxes, Owner's house. Staff

> About 33 Acres. Offers in excess £1 million CHRISTOPHER STEPHENSON



### SAVILLS INTERNATIONAL



BERKSHIRE

IN ALL ABOUT 241 ACRES

Newbury

SAVILLS

SURREY

East Clandon

Galletford 4 gades, A3 4 miles

no on the Claudon Downs with suc

vjews and equestrian facilit

5 bedrooms (4 suites), 3/4

with double garage and

iped gantens and 3 good paid

In excess £750,000

Savills (0483) 576551 or 429374

studio. Car port, 6 loose hoves.

us. Detached couch h

London 63 miles, Newbury 5 miles.

RESIDENTIAL & AGRICULTURAL ESTATE WITH A STUD OF CONSIDERABLE RENOWN.

Principal house: 5 reception rooms, 5 bedrooms with en-suite bathrooms, domestic offices, staff accommodation and 4 cottages. Stud including principal house (in need of renovation). Secondary house, 4 cottages and 4 fists. Stable yards with 28 boxes. Railed and watered paddocks.

Farm with 4 bedroomed house, 3 cottages, modern and traditional farmbuildings. Saville, London (071) 499 8644 Contact: Justin Marking

INTERNATIONAL PROPERTY CONSULTANTS

HAMPSHIRE - WOOTON Bournemouth 10 miles.

(J1) M27 12 miles. Southampton 18 miles. An accessible family house and secondary cottage with

comprehensive equestrian facilities and land in the New Forest. 4 reception rooms, Kitchen/oreakfast room, sun room, Main bedroom suite, Guest bedroom suite,

2 further bedrooms, bathroom. 3 bedroom cottage. Heated outdoor swimming pool, stabling for 19, outbuildings, manege, landscaped gardens. Direct New Forest access. Post and railed watered paddocks.

> About 12 acres. Salisbury Office: 41 Milford Street Tel: 0722 328741

Ref: 7CC1445

٠

.

 $O^{\mu|_{\hat{i}=1}}$ 

#### FISHING

**RIVER SPEY** 'The Queen of the Rivers'

### **SALMON FISHINGS**

Available for lease or Timeshare purchase Rothes, Aikenway and Carron & Laggan beats Serviced lodge available

Contact Peter Graham

0463 715585 ETIVE HOUSE - ESECHWOOD PARK INVERNSES 1V2 3EW GAMERIDGE - IPSWICH - NORWICH - LONDON - PERTH

A RIVER RUNS THROUGH.... La Bohotiere, a 40 acre estate 1-1/2 hours from Paris, private fishing rights on 4.5 Kims banks on River Risle, one of France's few chalk rivers. Charles Ritz wrote Behotiere ranks among finest dry fly water in Europe. Use of entire property including renovated 7 bedroom lodge, water mill, gardeners cottage, formal gardens etc. currently being syndicated. Minimum participation £30,000. Parkgate, 15 The Triangle, Bournemouth BH2 5RY, Tel:0202 551855, Fax:0202 295483.



CHALKSTREAM FISHING

Day rods on Test, Anton and Deve PETER BAXENDALE 071 493 0676

Former Mill House with well established fly fishing lake. Three stew ponds set in about 10 acres. Offers invited for freehold. Apply
STRATTON CREBER Tel: (0872) 74646

🌬 Stratton Creber

NR TRURO, CORNWALL

#### 15 Victoria Square, Truro, Corawa INTERNATIONAL PROPERTY

FRENCH RIVIERA Cap Ferrat For Rent: Classical Villa 4 bedrooms, 2 baths + guesthouse (4 beds, 1 bath) large garden, pool, seaview, quiet. IULY and AUGUST PF 130,000 monthly Various other villas from FF 120.000 YO FF 350.000.

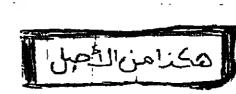
Agence BRISTOL - BEAULIEU Tel: (33) 93010686 Fax 93014645 Wide selection of valles & apartments for sale in Benulies - Cap Ferral - Cap d'Ail COTE D'AZUR

CUI E D'ALUR
Cannes & Surrounding Area.
Established bi-lungual Company offers
comprehensive range of properties to sain
all requirements. Choase from Villas &
Apis. New & Resale Coast & Country.
Legal Advice and Mortgages arranged.
AZUR INTERNATIONAL AGENCE
Tel (010) 33 92 98 til 102 Tel (010) 33 92 98 81 02 Faz (010) 33 92 98 01 11

#### YOU'VE EARNED IT! ENJOY IT! Most Beautiful House In Venice Direct sale. Price: U.S. \$1.5 million.

No sales tax, Swiss company. Just across Grand Canal at Salute, 5 ninutes from San Marco. Romant private walled garden with terrace. Contemporary restoration by best Venice architect. Spacious comfort. Superb furnishings optional, 6 huge vindows open on Giudecca Canal and 3 most famous Venice churches. Large living room, large library.
2 large bedrooms & baths. Dining oom, kitchen. Abundant closets and armoires. Laundry. Servants live-in quarters. Must be seen to believe.

For inquiries; Tel. (39-45) 7255131. Fax (39-45) 7255523



5 bedroomed Georgian familiouse, 13 corruges, Grain sourage for \$2000. Duiry landings. Amble land + 1,344 Acros. 279 Acros of woodland. First class shoot. block, gardener's cottage, two lodges. Let ambie farm of 422 scres, Juge Heitched Jam. 4 corriges. For Sale as a Whole or in 12 Luts (1 to 1,201 Acres) cing £14,500 p.a. Arable farm subject to limited partnership Orala storage for 1,850r. Anable Luxl - 957 Acres. of 463 acres, producing £16,400 p.s. Tel: 0635 528585 Fax: 0635 528360 About 927 acres. As a whole or in 3 lots. 140 Acres of amenity woodland. Edinburgh office: Tel: 03!-226 2500, For Sale as a Whole or in 11 Lots (1 to 433 Acres) Rel BAADASS RETIREMENT 45 Borkelev Square, London W1X 5DB. Tel: 071-408 1010. 2 Easterood Court, Beoadwater Read, Rustney, Hamp-hire SO\$1 9]J. Tel: (0794) \$22e70 GOING ABROAD? At last. You can take a real hobbing - each climes, a croke perhaps. When you rethe a an English Courtyard development, you know your home is secure. Living in one of our tortages or a partitional maters that the resident warden will keep an eye on your home and belongings. Even your plants can be cared for. **IDYLLIC** GEORGIAN MANSION our latest returement development at Stanfort in the Valc. Oxon. Prices range from £172,500. To find our more about these and with 8 acres near Aberdeen. NORTH HUMBERSIDE Offers when seen. Devon - Lustleigh Exeter (M5) 20 miles. Bovey other properties in Bucks. Keat, Willia and Somesset, ring us for a brockers. Tel: 0779 812 916 AN IMPORTANT AGRICULTURAL Tracey 31 miles. Chagford 8 miles. A delightful former manor Fax: 0779 812 910 The English Courtyard Association Il Holland Street, Lendon Wij 42.7 house with detached listed cottage set in enchanting gardens ESTATE on the edge of this pretty Dartmoor village. 3 reception, 4 bedrooms, 2 bethrooms, 2 bedroom cottage, About 3,268 Acres - 1,323 Hectares LONDON PROPERTY studio/garden room, superb & well stocked gardens. About 0.84 acres. Region £450,000. Exeter office: 353 acres and 2 farmhouses with 24 Southernhay West. Tel: (0392) 215631. Park, 13881179. vacant possession. LINDSAY 13 HILL STREET BERKELEY SQUARE LONDON W1X 80L Tel: (071) 629 7282. Fax: (071) 409 2359. 15 Let Farms producing nearly £150,000 p.a. For sale by Prviate Treaty as a whole or in 17 Lots.

HAMPSHIRE

(Guide Prices ranging from £25,000 to £2,500,000 depending on Lot size)

Apply: 70a HIGH STREET HUNTINGDON CAMBS PE18 6DJ. TEL (0480) 453557

AUCTIONEERS AND ESTATE AGENTS

ROCHEETER, GEORGIAN GRADS 2\*

SOUTH WILTS & SALISBURY - For a complete range of pariod & modern homes consult the locals. John Jeffery of Salisbury. Est. 1902 & still going strong. 42 Costle Street, Salisbury. Tel: (0722) 336337.

nesidence. Commanding Magnificent Views. Character properly quiety set in 20 area Partiand & paddocts. 3 Spacious Public Rooms, 4 Double Bedrooms, Modern Kitchen & Utility, 2 Settrooms, Oil CH. Garages, Greenhouse. Glasgow, Ayr, etc. Q/O £200,000 K 1550

CHESTERTONS (ROWN ESTATE 071-834 9998 Weekend riewing 071-828 9920

PAUL JACKSON

BEAULIEU - HAMPSHIRE entry house situated on an elevated site in its own gardens and opproximately seven acres and enjoying views to the south-west over its paddocks to a take and woodland beyond. Pice and particulars upon request.

Piceso contact: Paul Jackson, 14 Quay Hill, Lymington SO41 9AR Tel: (0590) 674411

isted townhouse. 4 recepts incl. 34th dring room, 4-5 beds, 2 baths, fitted kit, 3 utility rooms, CPI, Ige wine cellar, Ige walled garden, parking for 3, SR 2 mins -Victoria 45 mins, City by car 40 mins £740,000 C.R.O. Tel: 0634-843766

#### GARDENING AND PROPERTY

## A climactic year of marvellous muddle

As his garden rapidly blossoms, Robin Lane Fox is already planning his strategy for late summer

LOWERS have run riot and gardens are on an all-time high. I cannot remember such a year or such a week. If you dither you will miss it, like all such peaks, and will and up wondering what it all meant. Quite simply, everything has come to a climax at once and I have never seen the equal in 35

years' hard gardening.
In the old Tory heartlands, gardens used to peak between June 20 and July 10. The heartlands are becoming wetlands, but the change is not the reason why the calendar has been brought forward. A cold, wet May delayed plants which had been brought to the threshold by the mild winter and favourable spring. The recent sunshine has been like a trigger, setting off the late-comers and bringing the front-run-ners into early flower so that both have

AHIER ATE

CLIANTS

tine River

I see the evidence all along the big double borders of my Oxford college. These are meant to span three phases but have run at least two of them into a single, unprecedented show. Against the background of annual examinations and academic stress, I have been walking contentedly down clouds of blue catmint, delayed pink and white hupins, double white peonies, retarded abutilons, accelerated mauve buddless, clouds of pale purple

occasionally run through the follow-

the way, you must pop down to my water some time." Fisherman Two (impressed.; "Your water?" F1; "Yes, it's quite a nice stretch. Nothing grand, of course, but there's usually a fair chance of a fish or two". F2: "Well, that's jolly kind of you. Any particular time?" F1: "Any time you like my deer fallow. Thet's the

time you like, my dear fellow. That's the

My tone of voice in this - sadly imagi-

nary - exchange is modest and deprecat-

ing. But I would, perhaps, permit myself a

certain emphasis on the words "my

water". Nor am I ever likely to. Nor, in my

I would like it so much. Yes, it could be satisfying to lord it over the less fortunate.

But imagine if Fisherman Two, instead of

gratefully accepting the offer, replied: "Aw-

fully decent of you, but to be frank, noth-

ing on earth would induce me to come to

your water. It was never much good in the

first place, what salmon do make it end up

in poachers' larders, and - I know this

But it is a fact that plenty of anglers with money do like the idea. And what,

advantage of having your own water."

them; or rather, I'm sure they would.

Fisherman One (myself); "Oh, by

ing conversation.

thalictrum, and day lillies which are a month ahead of themselves.

Among this extraordinary collision. there are irregularities which I do not pre-tend to understand. Almost all of the old-fashioned roses have burst into hun-dreds of flowers about three weeks before their usual date, while the wild species seem to have obeyed their calendar and gone no faster than in a normal season.

We have the extraordinary sight of midsummer roses - like the wonderful pink Fantin Latour and the best of the pink and white albas - in full flower beside the neat little clusters of Scots Burnet rose bushes which are usually the prehide to the heavy French varieties later this month. Meanwhile, the modern bush roses and hybrid teas seem to be following their usual

Is it, perhaps, that the old-fashioned varieties appreciate a mild winter and have been brought into full bud by the first adequately wet spring for three years? I cannot see other good reasons for

Meanwhile, the simultaneous show ought to be recorded in photographs. I have never seen the old-fashioned forms of dianthus flowering profusely beneath peonies which usually are associated with late May. Buddleias look remarkably chic



among dark blue anchusas which have been having a field day among their new neighbours, the border campanulas of nor-

My personal prize at home goes to a phygelius in full flower among the silver-leaved saxifrages of late May, with layers of late June's campanulas to keep the peace between them. It is like a dream

and, even on the edge of the thunder-storms, I cannot stop marvelling at it. Climactic years bring problems with

them, though. Traditionally, garden tours and foreign visitors aim at late June or early July for the great southern rose gardens like Sissinghurst and Mottisfont. If you have the option, bring forward the visit to this weekend and next, because stick to the normal schedule.

As for colour planning, this season is making a marvellous muddle for all the experts as well as the increasing flood of books on the subject since publishers fastened on to it a few years ago. Those charts and diagrams which suggest the right combinations have been thrown out of order by a simple trick of the weather.

If you are setting out on a new garden, and feeling unnerved by experts' insistence that particular flowers should be matched only with particular varieties, remember that 1993 has turned the experts' suggestions inside out and that nature has brought on its own combinations, usually for the best. Oxford borders are enjoying rather more of a Blue Period than I had intended, but I cannot say that premature nature has altogether ruined

Be sure to see this extraordinary climax in a great garden, somewhere; but what, though, when it is all over? We need to look two months ahead, because July will be an early hiatus and we cannot leave August to become a dead brown flop. Thereafter, I will be using groups of blue, autumn-flowering crocus, on offer from the best bulb merchants until late July.

Meanwhile, it is no use relying on

the roses will have raced before you if you retarded bedding plants from most of the

main shops.

Annual bedding plants are far ahead of their old rhythm and there is not much of quality which has not been brought on and sold off already. Instead, I am relying on cuttings and young plants of half-hardy perennials which have more staying power and which can even be bought as late as the Hampton Court flower show on July 5 and 8 without being too far behind to make a serious show in late August.

I am referring to the daisy-flowered osteospermums, scented heliotropes, bits of pink diascia, fragments of shrubby sal-via, and other soft plantings which companies such as Hopleys, Brian Hiley and Rushfields of Ledbury bring to the summer shows and sell off to those with an eye for quick quality.

Give our gardens the slightest whiff of

Maastricht and they seem to make a continental dash for early growth. Over there in Europe, southern gardens have to use the tactic of late summer perennials, bed-ded out in a second sequence during late June. Now that we are going European in our seasons, and the boring old calendar has lost its sovereignty, we will have to react to this new paradise by adopting these secondary tricks and extending our season by cunning.

Fishing Property

## Angling for a piece of river

Tom Fort muses on the possibilities of actually owning his own stretch of water

above all, they want to spend their money is that diminishing, threatened miracle of This dizzying appreciation salt and fresh water, the Atlantic salmon. Six years ago, I wrote an article for the

FT about the value of Scottish salmon water." They do have a pleasing ring to fishing. Then it was shooting upwards towards heights which were to be greeted However, in common with the great majority of anglers, I do not have "my with rage and disbellef by ordinary fishermen who found themselves increasingly excluded, and with hand-rubbing delight more rational moments, am I entirely sure by owners and their agents.

The value of a given stretch of salmon river is computed according to the number of fish caught on it, averaged over a five or ten-year period. In 1932, the value per fish was around £1500. So a best with an average catch of 100 salmon could be expected to change hands for £150,000. By 1987, when I did my survey, it had reached £5000 per fish. 1989 saw it rocket above 28000. And by 1890 it had peaked in the region of £12,000 per fish (although there were instances on the Brora and the

This dizzying appreciation transformed the traditional way in which salmon fishing was organised, which by and large had been through decorous and gentlemanly relationships between ancient families and long-established tenants. if you wished to fish the Spey, the Tweed or the Tay, you had to be the right sort and know the right sort, and be prepared to wait until a pair of dead man's shoes became empty. Then the money arrived.

The owners of the estates through which the great rivers ran - always hard-pressed for cash - found themselves sitting on assets which were soaring in value. The old ways were abandoned as time share invaded; a system of financial exploitation which made it possible for the worth of those silver fish to be maximised to the last penny. Cash replaced social connec-tions as the key to this promised land. It could not go one, of course. The recession came, then the Lloyds insurance market disaster. Leisure spending was an early casualty, and the decline in values and volume of business set in fast. Now a calm has settled on the Scottish market.

The big deals are no longer being done. Take as an example the Ballathie Estate, north of Perth; 1500 acres, with a hotel, two country houses, a score of farms and 1% miles of prime double bank fishing on the Tay with a 650 fish annual average Two years ago Strutt and Parker offered it at £10.5 m. Now it is down to £8m, and still there is no buyer.

The problem is that salmon fishing no longer seems to have obvious business potential. The timeshare market is dead; unmourned by many, as its associations of frenzied sales techniques and faulty Spanish wiring hardly corresponded with the world of crusty lairds, monosyllabic gil-lies, and effortless Spey casting. With the absence of any prospect of swift and sub-

stantial return on investment, it means that likely buyers are restricted to those doubly blessed with a true enthusiasm for the fishing, and a great deal of money.

Roving south, to the trout of the chalkstreams of England, things are also pretty quiet. Timeshare never established a grip on rivers like the Test, the Itchen and the Kennet, and the fishing tends to be in the hands of clubs or syndicates, or organised on a day ticket basis, with a few privileged private owners dotted about.

The Test was once the finest of them all, and its fishing still commands prime prices, even though gross and careless exploitation has ruined much of it. The Itchen is a different matter, more cherished, more difficult, much nearer to the true chalkstream ideal. It is rare for any of it to come on the market, but Knight, Frank and Rutley is offering a gorgeous-looking 1% mile stretch of double bank fishing below Winchester. If I had somewhere near £500,000 i would be round

A little way down the scale is Lambourn in Berkshire, a lovely stream much afflicted by abstraction. Strutt and Parker has two tempting stretches available, one of a little under half a mile at about £135,000 and another, somewhat shorter, which goes with a large, luxurious mil-lhouse and 15 acres at £650,000.

What I think I would like best of all were my circumstances to undergo a considerable change – would be some fishing in Ireland. It has salmon rivers as good as Scotland's, and trout rivers better than England's. It was hardly touched by the salmon boom, the value per fish never rising beyond £2000. The problem with Ireland is that decent fishing almost never changes hands and when it does, it is by word of mouth. But it can be done.

Finally, a cautionary tale, also from Ireland. A friend has a nice trout river across the fields from his house. One year, when I was there, he told me he had rented a mile or so at 250 a year. All for himself. I quivered with envy as he rolled the words "my water" around his mouth. A while later, he told me that the woman with whom he had concluded his agreement, and to whom he had handed his £50, had no more title to the water than the Bishop of Galway. Such are the

#### INTERNATIONAL PROPERTY

The Private Residences of The St. Regis Hotel

The luxury and necessity of everything being just right



For information regarding long-term leasing opportunities, please contact

SOTHEBYS

Margaret Healy Bay or Jacqueline Astor Telephone: 212 606 7660 Fax: 212 606 7661 980 Madison Avenue, New York, New York 10021



#### VANCOUVER, CANADA FOR SALE

Ownership in a 156 acre Luxurious Estate Totally Secured & Private With The Following:

- A full 18 hole Golf Course designed by
- Robert Trent Jones Sr.
- Tennis & Squash Courts Indoor-Outdoor Swimming Pools
- \* On site Limousine, Helicopter, Yacht
- Fully furnished & spacious Luxurious 25 suite mansion
- Fully staffed
- 30 Min from financial district, Int'l Airport & USA
- 40 Min by helicopter to ski slopes and Capital of B.C.
- 5 Min from a private airport

"Atlantis" estate - Fax 604-946-4114

Only US\$50,000 per unit Inquiries for further information should be directed to

Vancouver, B.C.

COSTA DEL SOL PROPERTIES ALPS/LAKE GENEVA - wide range of properties in several areas FF2.000.000. 0784 471377.

#### BOCA RATON, FLORIDA

Coldwell Banker Real Estate UXURY BUILDING WITH SECURITY & FULL AMENITIES \$ 349,000 CONTACT: ROSLYN CERESNE USA Tel. 407-391-9097 Fax: 407-391-6520

SOUTHERN FRANCE 1780 Misnor House 75km south of Toulouse. Completely restored and furnished. Very secluded. 20th century lipsay with 18th century elegance. Officed by owner at F3.5m. Brochure on request. Fex. (33) 61 89 99 42 Tel: (53) 61

CHERNSEY- Come to live where the Quality of life still counts and residential entry is simple. Price range commercing £200,000. Full property pack from Hamptons Martel, Maides , 50 High Street. Tel: 0481 713463 or Facc 0481

EXCHANGE HOUSE for house or busi Beautiful period house in South West France with 5,000 sq m of land. Value 1mil. Exchange for freshold trusiness or house.

Anything considered. Tel: 010 33 580

CENTRAL PARTS Modern open-plan flat, 85 sg/m. One side of seduded countyand. 2 bedroom, 1 office, tantastic foo. FF 1,600,000. call owner: 01045-74613635

COTE D'AZUR - Vence 4 bed ville, excl. ameil development with pool. 15 mins Nice Aliport, I.fr. 1.8m Tel UK owner: 0883 345868 (home) 0923 269311 (office)

ALGARIVE BALAIA VELLAGE Apartmonto & Villes from 157,820, 684 Owners Schemes from 117,370, 0626 778841 24 hrs

### SWITZERLAND Lake Geneva & Mountain resorts 52, rue de Montortigen-CH-1211 GENEVA 2 Tel. ++41.22 / 734 15 40 - Fax 734 12 20

#### COTE D'AZUR

MICE-ST LAUKENT DU VAII ST PAUL DE VENCES A choice of huxurjous apartments

DAVID DE LARA & PARTNERS 15 Hartswood Road GB - Landon W12 9NE Tel: 081 749 2188 Fax: 081 749 0339

PORTUGAL - TAVIRA EASTERN ALGARVE STEH CENTURY CHARACTER TOWN HOUSE near shops, cafes and braches.

For sale, furnished - £62,000 sterling Tel: 0992 465907 Fax: 0992 467590

#### EXCHANGE newly renovated villa, Costa Dorada, quiet Location in protecte

illage: 4 beds, 3 recep, mod kit, full CH for UK property value 2175,000.

7wt 0902 272286 or Fax: 0903 207135

AVE HENRI MARTIN

PARIS 16. ARROYALISASSMAN, Truly beautiful 150sque spt. Most prestigious Ave in Paris. 2 bdrms, 2 bath - on suite. Lrg & elegant recpt area opening onto 50sqm private gdn. Ant surrounded by tress & gdns. Imper condition.

Top class security. 6,900,000 FFR Tel: (331) 45001327 or (331) 4227847

SWITZERLAND Villars. Studio. Fabulous view. Furnished.

Tel: 071 485 8811 FRENCH RIVIERA, CAP D'ANTIBES. For lease 4 bedroom, 4 bath furnished villa. completely renovated, gool, quiet, park fice setting. Walk to beaches and restaurants.

Osbornes Solicitors

93 Parkway, London NW1 7PP

Available August 19, 1983. Minimum 10 months. Contact: Jeny in Los Angeles (210) 587-3304 or fex (310) 587-0747. ALGARVE: LAGOS 5000 M2 PLOT with old cottage and super sea view. Contact Portogos. Lik Tet 081-851 1012 Portugal Tet: (082) 341035 Fact (082) 341288

QUERNSEY - SHIPLDS & COMPANY LTD 4 South Explanade, St. Peter Port. The Island's largest independent Estate Agent. Tel: 0481 714445. Fizz: 0481 713611.

£180,000. The Swiss expents, de Lara & Pors. Tet 061 748 £188



#### A unique and deligbtful opportunity to invest in an exclusive recreational real estate project in the 'Garden of Europe'

The facts: despite strong economic fluctuations, people continue to take more holidays than ever before and have more and more time to spend on leisure. In Europe the expectations are that this trend will increasingly gather momentum - a whole generation of active,

healthy people will finish their working lives and go on to enjoy a life of discovery, travel, sport and relexation. Recreation and tourism could very wall become major 'branches of industry' in the western world as we approach the turn of the century.

Your 'second bome' - surrounded by 32 golf courses and the most beautiful French countryside

To the south of Bordeaux is Les Landes, the largest forest in Europe. And in a conservation area in this countryside, along the river l'Eyre, is the 17th-century estate Château de Salles (48 hectares/120 acres). Situated right at the centre of a region where you will find over 32 golf courses, marveilous beaches and sand-dunes, a fascinating wine culture, a multitude of idyllic villages, impressive towns and cities, lakes, rivers and even aki resorts. Here, without spoiling the remains of the past or nature itself, a small-scale European 'holiday village' (150 villas) is being created. For people who appreciate exclusiveness, privacy and quality. Luxurious and extremely comfortable villas are being built on land making up a third of the estate. The prices of these villas range from FFr. 645,000 (c. \$ 122,000) to FFr. 815,000 (c. \$ 154,000).

Your very own golf course and many other sports facilities

Despite the small scale, every possible convenience and facility is available: the golf course, swimming pools, tennis and squash courts, a gym club, an international creche and playground, a pub, a garden restaurant and luxurious hotel facilities at the 'grand luxe Château'. The development is to have the highest possible French classification - 'Quatre Etoiles - Résidence de Tourisme'.

Total care, total security

Buying a villa (or villas) at the Résidence du Château de Salles will bring you pleasure without any of the worry. Construction will be carried out by experienced French contractors under the supervision of a Dutch construction company. All the construction phases, as well as the ten-year quality guarantee, are

covered by a major insurance company. Rental, management, security and maintenance of your villa will all be taken care of for you. Three different interior design options have been specially developed for the villas - total packages with everything from the teaspoons to the characteristic garden furniture.

#### Official sale starts on 3 July

In the pre-sale period, 45 villas were sold. As of 3 July the official sale begins at the Château. There you will be given the chance to become fully acquainted with the villas, the estate, the plans and all this beautiful region has to offer. We take great pleasure in inviting you to Salles, but would appreciate receiving a fax or telephone reservation beforehand. We will then be happy to tell you about the travel and accommodation possibilities.

#### Combining business with pleasure

A combination of self-occupation and rental is also financially interesting. On top of the appreciation of the property, it will also give you a substantial annual income. (For type C a minimum guarantee of FFr. 76,000 is applicable.)

#### Company Incentive

Besides the personal business and pleasure rewards, more and more companies are realizing the potential of a holiday home as an incentive for their employees and business contacts ('a week in France as a reward for services rendered'). But the greatest advantage of this investment is probably the many reasons it gives you for making 'business trips' to your property in France. Your family are bound to have no objections to that!

Information & Sales Office: mr. Paul Meltzer, fax: \* 31 - 20 6918718 PO Box 12701, 1100 AS Amsterdam, Holland, Phone \* 31 - 20 6918665 (Résidence du Château de Salles, 35 Rue de Château, 33770 Salles, France, Tel + 33 - 56884055, Fox+ 33 - 56882311)

## Two views of the Highlands

Chloe Chard enjoys a volume which reunites Johnson and Boswell in Scotland supplying two narratives to

read alongside each other:

Johnson's Journey to the West-

ever jaded, usually the need to enliven their accounts of unfamiliar places with a sense of curiosity and excitement; their attitude is the opposite of that affected by the Matabele emissaries, in Stanlake Samkange's Zimbabwean novel On Trial For My Country, who have been told not to "keep on saying an! au!

more than £150.

RAVELLERS, how- au! in amazement". On seeing the sea for the first time at Cape Town, one of them remarks simply: "Ah! Today the river is in flood".

Dr Johnson, in remote regions, has no hesitation in exclaiming at "mountains. waterfalls, peculiar manners; in short, things which he had not seen before". Johnson and Boswell in Scotland accentuates the drama of travel by

TRAVEL COMPETITION

The Weekend FT is offering readers a chance to win the

phrasebooks. The Lonely Planet series of "travel survival

phrasebooks for travellers. Answer the 20 questions, which

are based on Weekend FT travel articles published since

the start of this year, and send your entry by June 30 to

drawn on July 1, will receive Lonely Planet titles worth

1) The green Jacquot parrot is the (endangered) national bird of which Caribbean island?

2) Upset stomachs are the most common health

problem faced by travellers. What is the second one?

3) Unter Gösing, in Austria, is famous for which sport?

4) How many bird species does The Gambia boast:

6) A study has shown that 74 per cent of snakebites

7) A Kumari is a living goddess in which country?

8) How many UK residents went on a cruise in 1992:

9) if you fly to Siem Riep, what famous site are you

10) You are admiring the Côte de Granit Rose, in which

11) Septick, in Sabah, Malaysia, is famous for which

13) Which country invented muesti and orthopaedic

14) Cypress Head is a famous golf course. Where is it?

15) Fifty years ago, which country was known as the

16) Alexander Pearce was an escaped convict who

17) Where is Lorenzo Lotto's Madonna in Glory to be

19) How tall is the tallest Joshua tree in California's

Thompson-Noel, 28 hours (door-to-door) to travel from

hack's aircraft touch down before reaching Bali: four?

Send your replies to: Travel Books Competition, Weekend

Financial Times, Number One Southwark Bridge, London

SE1 9HL. The closing date is June 30. Answers and the winner's name will be published in the Weekend FT Travel pages on July 3. The Literary Editor's decision is final.

London to Bali. How many times did the hapless

18) What is the recommended speed limit on

Joshua Tree National Paric 2611? 3611? 4611?

20) It took the FT's Travel editor, Michael

12) Which is the largest Greek island?

resorted to cannibalism. Where?

Germany's autobahnen?

5) Where is Mana Pools national park?

75,000? 150,000? 200,000?

part of France are you?

are inflicted below the knee. True or faise?

the address below. The sender of the winning entry, to be

kits" cover such destinations as India, Australia, South

10 top-selling Lonely Planet travel guides and

East Asia, Africa and Japan and include useful

ern Islands of Scotland (1775) and Boswell's Journal of a Tour to the Hebrides (1785). While Johnson is busy observing "peculiar manners" and the like, Boswell is entertained and elated at being able to view his thoroughly urbanised friend and mentor in an unac-

customed setting.

The pleasures of this double parrative are evident when the travellers come across their first Highland hut. Johnson is full of investigatory fervour. Luckily, "to enter a habitation without leave, seems to be not considered here as rudeness or intrusion". "True pastoral hoswoman inside the hut to invite them to drink whisky.

As Johnson gathers information, Boswell is sharply aware of the social comedy generated by the situation. His companion's interest in primitive architecture prompts him to and she answers "with a tone of emotion, saying she was afraid we wanted to go to bed to her". Rather cruelly, they derive great amusement from "this coquetry of so wretched a being"; each claims banter-ingly that it is the other who has "alarmed the poor wom-

an's virtue". Some of the narrative tension of the book is, of course, derived from the close - but intermittently combative relationship between the two men. Returning from the Western Isles. Boswell is overcome with apprehension, as he anticipates the meeting between his father, Lord Auchinleck, and Johnson, his surrogate father: "I was very anxious that all should be well; and begged of my friend to avoid three topics:

Whiggism, Presbyterianism,

and - Sir John Pringle." Johnson periodically annoys Boswell (a lowland Scot) by his rudeness about Scotland. At one point, he declares that, until the Union with England the tables of the Scots "were coarse as the feasts of Esquimeaux, and their houses filthy as the cottages of Hottentots". Such analogies with far-flung regions are frequent, and not always disparaging: once the two men reach the Highlands.

they both excitedly compare wilds of America. Boswell finds their visit to one village "much the same as being with a tribe of Indians", to which Johnson replies: "Yes, sir, but not so terrifying."
The desire to leave dull

familiarity behind is never expressed here quite as strongly as it is in E.M. Forster's A Room with a View, when the heroine, in a Florentine pensione, laments: "It might be London". Nonetheless, Johnson seems gratified when his experience of feudal hospitality convinces him that "the fictions of the Gothic romances were not so remote from credibility as they are

JOHNSON AND BOSWELL IN SCOTLAND: A JOURNEY TO THE **HEBRIDES** 

His pleasure in new and sur-

edited by Pat Rogers Yale £25, 330 pages

prising sights is tempered by a vehement repudiation of fan-tastic travel literature - the tales of monstrous beings that proliferate in medieval travel parratives, and survive, in the 18th century, in wild speculations about Patagonian giants and other curious phenomena. Johnson opposes all such "credulity", and is resolutely sceptical about the poems of Ossian - works published by James Macpherson in the 1760s, in the guise of translations from a

Gaelic epic Delight in novelty, moreover, cannot entirely deaden the awareness that "to live in perpetual want of little things, is a state not indeed of torture, but of constant vexation". Many contemporary travellers to the third world - or to the English countryside on a Sunday - will sympathise with this measured response to the absence of a shop on Skye.

in some other ways, Johnson's narrative may seem alien to late twentieth-century readers: he feels none of the constraints of tourism, which began to trouble travellers to italy a few decades later, and his Journey lacks any concept of a Byronic urge to move ever onwards, or to place one's self-identity at risk. (Revealingly, he describes with approval how, in ancient Gaul. Caesar came along and "put a stop to" the engagingly feckless plans of the Helvetians to wander off "they knew not whither".)

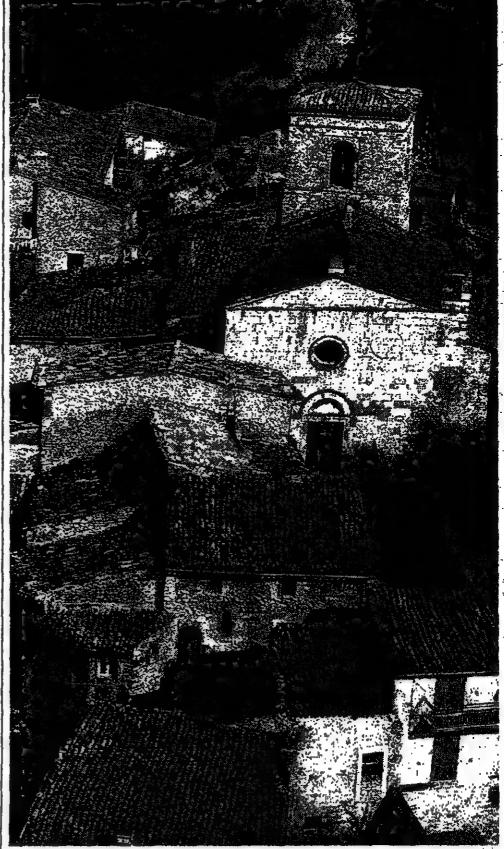
Boswell's narrative has more in common with contemporary travel writing, simply because it often focuses on the personal feelings of the traveller himself: he describes his fits of gloom, made worse by the experience of being trapped on islands by bad weather. Johnson, however, in his res-

olute pursuit of knowledge, touches on many questions rel-evant to current debates about cultural difference. He is scornful of the moral relativism that justifies any form of human behaviour by showing it to be acceptable in some exotic

Montesquieu, for example, "to support polygamy" tells you of the island of Formosa, where there are ten women born for one man. The trouble with this argument, Johnson cheerfully points out, is that "he had but to suppose another island, where there are ten men horn for one woman, and so make a marriage between

Scotland provides immensely pleasurable reading; its delights are increased by the thoughtful choice of illustrations, and only slightly marred by the decision to cut Boswell's text, and supply the barest minimum of explana-Within the domains of

literary criticism and of history, travel writing is usually appropriated either by old-fashioned anecdotalists, snobbishly preoccupied with the antics of aristocrats, or by proponents of the new critical orthodoxy of colonial studies - which, as it hecomes absorbed into established systems of academic deference, is in danger of losing its initial intellectual energy. Accessible and attractive editions of travel writings, such as this, throw open the field to a wider readership, and encourage a more diverse range of approaches.



A village in Umbris - taken from Italy From The Air by Franco Lefevire with photographs by Guido Alberto Rosel

#### RAVELLERS tell such lies. Out on the grasslands, at the border between inner and outer Mongolia, I was introduced to my first nomad gurt. Under its cosy felt roof I enjoyed an unbelievably disgusting and drunken lunch of mao tai, millet seed, mare's milk, awe's butter, camel curd and boiled dissected sheep. I thought I was in paradise.

But did I confess that I had shared my meal with a party of Hong Kong Chinese tourists, that my host the herdsman was a trusty of the local Communist Party, and that the gurt had been erected just for the day?

I did not. Years before, visiting Tashkent, I took photographs of smiling Uzbeks in lambswool caps selling their colourful wares in the peasant market. That night I watched a cabaret in which pale Slav girls in fishnet tights and toppers danced under strobe lights. Did I keep quiet about it?

Travellers omit any fact that interferes with their prestige or tarnishes the fantasy that binds the narrator to his audience. The humblest tourist is economical with the truth. He writes fibs on his postcards home. His snapshots dutifully reflect the brilliant scenes - beaches, mountains, castles, ruins - of the holiday brochure that sent him abroad in the first place. He is forced into elaborate subterfuges like the great Kurosawa, the Japanese epic film-maker whose lens could not

RAVEL WRITERS are

a competitive lot, for-

ever flinging them-

## Tall tales from the yurts of subterfuge

stray above roof height for fear of catching the telephone lines strung across his mediaeval battleground.

In some quarters, even Marco Polo is still accused of inventing his 17-year sojourn at the court of Kublai Khan in Peking. His revelation that the Chinese kept themselves warm by burning black stones was, however, vindicated when coel made its appearance in Italy.

Why do travellers lie? Because they pine for an exotic primitive world which, in all but the remotest regions, has passed away and survives only in the minds of freeloading travel-writers, coffee-table cameramen and television scriptwriters. This is the fantasy the tour operator sells: you won't find photographs of the Everest climbers' garbage dump in his Himalayan travel pack, nor of Nepalese mountain tracks decorated with scraps of lavatory paper left by previous trekkers.

We all have our travel fantasies, of course. Mine, like I do not know how many thousand of others', began at the age of eight while reading Heinrich Harrer's Seven Years in Tibet.

took me, along with the impossibly daring Sandy Arbuthnot, behind the mysterious shutters of the Turkish

But it was China and Central Asia that took the greatest hold. A beauti-

Christian Tyler on why travel writers are economical with the truth

ful godmother who lived in the Peking embassy and dined with Chairman Mao sent me a set of green china horses and figures of sages and peasant fishermen. Sir Fitzroy Maclean pushed the window further open by travelling the Turkish railway and writing about it in Eastern Approaches. I learned Buddhist prostration techniques from Henning Haslund's Men and Gods in Mongolia and followed the extraordinary missionary ladies Mildred Cable and Francesca and Eva French on their wagon train Fleming, crossing the Taklamakan desert with Ella Maillart in One's Company, who finally did for me.

For nearly 20 years I nursed my complaint before the opportunity arose to scratch my Central Asian itch. Disillusionment followed hard on the heels of wonder. Yet there were rewards: among them, encounters with the Living Buddha of Huhehot and the sole surviving imam of Ashkhabad, a solitary view of the devastated Tangut necropolis in the desert of Ningxia, a scramble over the mound that was the Parthian capital of Nissa, and a day (secured only after a week's badgering of a forked-tongue Soviet commissar) in the withered

mudbrick remains of Mery, razed by the Mongols in the early 13th century. The only travel writers for me are the ones who are not afraid to paint the whole picture - telephone wires and all. Peter Fleming, inventor of the witty anti-travel book with Brazilian Adventure, ranks among the very best. He has his heirs. One, although of a more cynical turn, is Paul Theroux. Another (with whom I have travelled myself) is Andro Linklater; his Wild People of the Sarawak longhouse were religious animists who wore "I love New York" T-shirts.

I would trust almost any title from the house of John Murray, publishers of Darwin's Voyage of the Beagle and of Patrick Leigh Fermor and the late Freya Stark. Their latest comes with the reliable name of Hopkirk on the cover. It is A Traveller's Companion to Central Asia by Kathleen Hopkirk. wife of Peter whose Foreign Devils on the Silk Road and The Great Game are

compulsory.

Hopkirk (to whom I owe the reminder of Marco Polo's impugned veracity) acknowledges a debt to Sir Fitzroy Maclean and has raided her husband's library to produce a short alphabetical history of the best bits of the old Silk Road. She covers Ashkhabad, Bokhara, Geok-Tepe (where the Tekke Turcomans were slaughtered by the Tsar's army), Gilgit and Hunza, Kashgar (including a delightful portrait of the first British residency), Khiva, Mery, Samarkand, Tashkent, Tunhuang, Turfan and Urumchi.

Her book is undoubtedly as reliable as anything extant on Central Asia. For the addict, of course, it is one more dangerous dose, a tickle for itchy feet, an invitation to seek fresh surprises in central Asia following the collapse of the Pax Sovietica.

A Traveller's Companion to Central Asia, by Kathleen Hopkirk; John Murray, £16.99, 290 pages.

variety of violence.

Perhaps, he says, it was no

coincidence that in each of

these former oases of stasis

there was also a crisis of bellef

in leaders. In the year in ques-

tion, in nearly every nation of

bled, partly because the preva-

lent political pressure to

reduce taxation had left these

the quiet world except Austra-lia, a leader had been retired, rejected or in some way hum-

Thompson-Noel

1 5 m

## Many talk of it, more dream of it, but one man achieved it. AND WENT FOR A WALK ACROSS FRANCE MILES MORLAND

Out now in Fontana Paperbacks . - \$5.99 net

## In the oases of stasis

selves in search of the exotic, the perilous or the obscure. Mark Lawson, on the and Center Parcs. other hand, appears to be a gentle soul and, for a journalist, an houest one - a self-declared tourist and coward who has nursed, all his life, a profound need to put himself in the presence of safety.
As a result, his latest book is

ENVIRONMENTAL MANAGEMENT

FOR HOTELS

subtitled Journeys to All the Safe Places - New Zealand, Australia. Middle America. Alaska Canada Luxembourg, Brussels, Switzerland, Milton Keynes, Disneyworld, Expo '92

ctional Hotels Environment

demonstrates the commitment of key hotels

groups to good environmental practice.

Benefiting from the experience and expertise of the global hotel business and endorsed by the Prince of Wales this

manual is essential for everyone in the hospitality industry.

May 1993 £80 300py A.4 Birghinder @ 7506 1660 1

For more information call: Sam Hill (0865) 314556

This unique user-friendly manus

Initiative (IHEI)

As he says, courage is nor-mally what publishers want. Yet commissioning editors, comically unaware of his wim status, seemed only too happy to take him out for pleasant lunches and then, over the sambucca, to suggest he go there on a camel, or here without a map, or into such and such a territory with only two pairs of knickers and a tube of Polo mints in his ruck-

Management for Hotels

by Mark Lawson Picador £14.99, 291 pages Lawson fended them off, What he wanted to write about was the quiet world - places of

tranquillity, stability and conventionally civilised values. "I stress this," he says, "because the idea somehow got around in a few of the countries I visited that this project was an examination of the world's most boring countries. Untrue. If such judgments must be made, I prefer to follow the modern practice of linguistic sensitivity. or political correctness, and refer to these destinations as 'activity-challenged', 'differently-interest-ing', or 'places of calm'." He claims that his journeys

THE BATTLE FOR

ROOM SERVICE

had the ghost of a serious pur-pose: to discover whether there was such a thing as a safe country in a way philosophi-cally beyond the definition of one in which nothing much currently goes on "Could the Ayatoliah Khomenei have pro-

duced in the inhabitants of Timaru (New Zealand) or Ott-awa or Milton Keynes the reactions he won from those in Tehran? Lenin lived briefly in Zurich but, had be been Swiss, could be have led a revolution there! Do some nations have anaesthetic temperaments and

them immune to demagoguery and revolution?" Lawson sets about his mis-sion in splendid style, by starting in New Zealand and having some harmless fun with the Kiwl accent. When he tells a hotel receptionist in Christchurch that he is heading for Timaru, she tells him that the people in Timaru are "funny little pipple." Why? asks Lawson. "Hard to say," she replies. "We had a nuclear accidint in Ni Zilland in '64, and pipple reckon something got into the water over there..."

environments which render

there.... He also produces some appalling yet lovely jokes. Example: New Zealand is "probably the only country in the world in which people flocked to see The Silence of the lic information film about oesophageal blockage in new-born

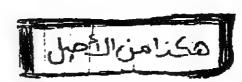
But there is more to Lawson than quips about accents and bitter-sweet jokes. He does his homework. He has a good ear and eye. He is a rewarding companion and guide. And his humour is always studiously

After a year spent in the quiet world, Lawson concludes that the safe zones are receding, that there are no islands any more - no opt-outs, any-where, from poverty, joblessness or, most strikingly, some

countries struggling to fund the lifestyles to which their electorates had become accus-History has not ended - not even in the boring world. Michael



Worldwide mail order - Guide Book packages for business and pleasure - Reading recommendations from our stock of new and old fiction - All map and phrasebook requirements - Out of print book search service - Quarterly catalogue - Opening end of July our "Pursuits" Department offering books on everything from walking, climbing, sailing and diving to natural history. Open Mon to Sat 10-6 TELEPHONE AND FAX ORDERS DISPATCHED WITHIN 24 HOURS TEL: 071 229 5260 FAX: 071 243 1552



## From pilferer to playwright

Anthony Curtis on the extraordinary life and reputation of Jean Genet

War: Art and Existentialism 1945-55 that opened earlier this week at the Tate Gallery there is a portrait of Jean Genet painted in 1955 by his friend, the Paris-based. Swiss-born Alberto Giacometti. The painter and the writer had both been adopted as significant manifestations of the spirit of Existentialism by Jean-Paul Sartre and Simone de Beauvoir. In 1952 Sartre wrote a book about Genet aimed to canonise him as a secular saint of the movement - Soint Genet, comédien et martyr. It was an attempt through a series of paradoxes to justify Genet's criminal way of life as an example of supreme courage.

In 1954 Sartre published a major article on Glacometti in which he praised Giacometti's art more soberly than he had Genet's. He pointed especially to the sense of distance between the spectator and the subject Giacometti created in sculpture and in portrait painting. This is noticeable in the Genet portrait in the Tate.

> GENET by Edmund White Chatto & Windus £25, 820 pages

Observing this portrait, it is difficult to believe that the strong stoical figure it depicts was once a French borstal boy, a petty thief with convictions running into double figures, a vagrant over much of pre-war Europe and a male prostitute. Like Sartre's tome, the portrait celebrates the transformation of Genet from being all those things in his youth to becoming in his maturity a French writer of international stature, whom several fine critics on both sides of the Channel and the Atlantic think it is appropriate to speak of in the same breath

How was this transformation effected? And is the claim that Genet's place belongs among the truly great really valid? Edmund White's vast but never otiose biography deals with the first question in the greatest detail, giving us a fascinating answer based on many years of research. As for the second, although he is not concerned to argue the literary critical case for Genet as such, he leaves us in no doubt by his treatment of the works in relation to the life - the early volumes of autobiographical ficbetter known plays - that he regards Genet as being, after Proust, the most

important modern French writer. White's task was made the more difficult by Genet's consistent disregard for truth in the ordinary sense of the word. He was a compulsive liar, a fantasist when giving any kind of account of his early life. With infinite patience White has sifted truth from

fabrication. Jean Genet was born in

N THE exhibition Paris Post 1910 to a father about whom nothing is known beyond his name - Genet and a 22-year-old unmarried mother who abandoned her child when he was seven months old. He was then fostered to a family in the market town of Alligny-en-Morvan in the Nière. The couple loved Genet as if he were one of their own. They instructed him in the tenets of their faith, made a choirboy of him and sent him to the local primary school.

Genet usually came top of the class and on merit should have gone from there right up through the system, but for a boy of Genet's background, a welfare ward, it did not work out quite like that. Instead he was given the option of going to a training centre near Paris offering courses in printing and cabinet-making. After two weeks he had run away and started that pattern of truancy, theft, recapture, rehabilitation and recidivism, that marked his early life from then on.

There were periods when he lived as a young tramp, followed by sojourns in various psychiatric clinics for juveniles, and a brief but educative period as assistant to a blind composer of popular music from whom he embezzled money entrusted to him. In the end Genet landed himself in a situation which not even he with all his street-wise cunning could wriggle out of. He was sent to "the children's prison" of Mettray, an agricultural penitentlary colony. The great theme of Genet's work - domination and submission - in everyday life, in sexual relations, in hierarchical masturbation fantasy, was nurtured at Mettray.

The two and a half years Genet spent there, before he joined the army from which he eventually deserted, were later glorified by Genet as the time when he learnt to live entirely on his own resources. Even from his fictional accounts - in Miracle of the Rose and The Thief's Journal - it sounds like hell on earth. The older boys brutalised and raped the younger ones. Yet Genet managed to do an amazing amount of reading under these conditions. Leaving Met tray concludes Act One of his life.

In Act Two he emerges as an outsider in society, a writer of poetry and prose pilfering to make ends meet, nicking books from shops and open stalls that he rapidly re-sells. He becomes the passive lover of a number of young men from the criminal class. He impresses the educated people he meets by the range of his reading, the apercus of his conversation and his dandvism. As the second war looms he is excited by the trial of a murderer with whom he sympathises

Now Genet starts to lever himself into the Parislan literary world. By the time of the Occupation he has made contact with Cocteau, who was at the height of his passion for Jean



Marais, Cocteau befriends Genet and is crucial in the promotion of his early works. If Cocteau was ambivalent in his behaviour towards the German authorities during the Occupation, Genet, in his loathing of the pathised with the Nazis.

After Jouvet's production of The Maids in 1947. Genet's eifts as a playwright whose work was balanced on a knife-edge between fantasy and reality took off in The Balcony, The Blacks, The Screens. Though few in number, these plays, with their brilliant use of ritual, put him in the same league as Beckett, Brecht, Pirandello. Genet became the centre of an

international post-war cult. He no longer needed the protection of anyone. His blazingly original and frankly obscene prose books were a landmark in the history of gay liberation. Yet while he was granted an official free pardon for his former crimes, he still needed to steal. While in Giacometti's studio, for instance, he took away a drawing the artist had done of Matisse. Bursts of creativity alternated with long periods of isolation and hibernation abroad.

Even now, with all the acclaim, Genet remained deeply subversive. He supported the Algerian Arabs against the French colonialists and then became a champion of the Black Pan-

thers and the Palestinians. He witnessed the massacre at Shatila in Lebanon and wrote movingly about it. In his last book, Prisoner of Love, he identified with those peoples searching for a homeland. White gives an interesting account of the later works film projects and scripts.

Unlike Proust, Genet has yet to find a translator into English who will give him the readership outside France that he deserves. This remarkable biography will arouse fresh interest in his work as a whole and make us realise that there is much more to Genet than the plays that are already regarded as modern classics.

## Labour's leading lady

was the Labour Party's Margaret Thatcher, or should have been. They have different beliefs and Mrs Castle never even became party leader, let alone prime minister. Yet in character and background they have a great deal in common. Even in their politics they have a shared suspicion of the European Community.

Mrs Castle's misfortune was to have been born too early four years before the outbreak of the first world war. There was never a chance that a woman could make it to the very top in her generation, especially in the Labour Party. When she was seeking to become a parliamentary candi-date in the early 1940s, an old trade union hand told her bluntly: "Women won't vote for women." Still, it is possible that Mrs Castle's pioneering in one party made it easier for Mrs Thatcher in another.

FIGHTING ALL THE by Barbara Castle Macmillan £20, 626 pages

Barbara Betts, as she was born, owed a lot to her father, who worked for the inland revenue but was also a socialist intellectual who wrote poems. The north country family was not well off. Like Margaret Roberts from Grantham she went to Oxford at a time when that was relatively unusual for a girl from a poor background. With her customary flexibility, Mrs Castle believes that once women had achieved equality - such as being allowed to speak at the union and have wine at dinner - there was no

need for mixed colleges.

The length and depth of her political training are remarkable. After what she regarded as the shame of an Oxford third, she went in for party propaganda, being proclaimed in Ashton-under-Lyne as "a unique phenomenon - a woman wot speaks". She knew most of the leading figures in the party early on and wrote a Michael Foot. She was already and had even called for limiting the trade union block vote. before she entered parliament in 1945. Almost at once she became a parliamentary private secretary to Stafford Cripps, then to Harold Wilson. Those were the liberal days when a PPS was allowed to

vote against the government. By 1950 she was a member of

ARBARA CASTLE the party's national executive committee. Probably her closest political ally was Aneurin Bevan, who she thinks would have had a healthy influence on the left had he not died in 1960. Mrs Castle disliked Hugh Gaitskell intensely, and in the long period of Labour opposition spent much of her time working with the Movement for Colonial Freedom - a fascinating part of her memoirs.

Much of the rest of the volume is more familiar, from not only her own diaries but also Crossman, Healey, Jenkins and Benn. She was the first minis ter for overseas development to be in the cabinet; the (nondriving) transport minister who introduced seat belts and breath tests; then she came a cropper with "In Place of Strife" when ultimately only Harold Wilson supported her attempts to reform trade union legislation. She left office completely when Wilson was succeeded as prime minister by James Callaghan, a man whom she plainly disliked as much as she had Gaitskell.

Still, some insights are new She was not conventionally left wing and she has a nice turn of phrase; on Tony Benn - 'I had an uneasy feeling from time to time that something was not quite in focus." She says that her own view about the Labour Party is like that of the present Bishop of Durham on Christianity - "continuing to assert the faith while shedding those doctrinal elements which no ionger seem appropriate.

tle wanted to be foreign secretary when Labour returned in 1974, but that is what she claims. On her desire for the premiership, she is quite open. vet honest enough to recognise was not within her grasp. She never schemed for it. Perhaps her most surprising characteristic was her total hostility to the European Community in the years when Britain was seeking to join. There was a mild conversion when she became a member of the European Parliament in the 1980s, but a pro-European Castle earlier on might have

With these memoirs Mrs Cas tle is back with the Healeys and the Jenkins which is where she belongs. She leaves no doubt of her admiration for Mrs Thatcher's determination, but must be pleased to have got in first. Lady Thatcher's memoirs are due in the

Malcolm Rutherford

#### A Rochefoucauld said that death, like the sun, should not be stared at. Ronald Dworkin does not take his advice. In this outstanding book he addresses the agonized problem of death inflicted, by choice, in the form of abortion and euthanasia,

his aim being to elucidate what is truly at stake in this confused and acrimonious debate that surrounds the matter, and to suggest ways of resolving the difficulties it involves. Dworkin is the world's leading philosopher of law. In this book he shows that complicated questions can be discussed with originality, profound insight and utter clarity. He takes his readers from courtrooms and hospital wards to the most abstract considerations of the sacredness of life and the exigencies of law. By the book's end one senses that the whole shape of the debate

has been transformed. From now on

there can be no discussion of abor-

## With respect for the sanctity of life

tion and suthanasia which does not order to do so. But Dworkin argues start from here. Abortion means deliberately kill-

ing a developing human foetus, and euthanasia means giving, out of kindness, an easeful death to a sufferer. Both arouse great controversy and passion. Dworkin describes the furore currently raging over abor-tion in America and Europe as the modern equivalent of the 17th century's wars of religion.

In Dworkin's view much of the debate's bitterness stems from a serious mistake about what is really at issue. Most participants argue as if the main dispute is about interests and rights. Their rhetoric is framed in terms of a foetus's interest in staying alive, and its right to be protected by the community in

that what actually underlies both the "pro-life" and pro-abortion positions is a view about something different: namely, the sacredness or inviolability of life. Both parties, he says, believe that life has intrinsic value; but each takes a different view of what that implies for personal and political decisions about abortion. The same considerations apply to euthanasia.

The concept of the sacredness of life is not an exclusively religious one. Atheists also regard life as sacred in Dworkin's sense. By "sacredness" here is meant intrinsic value and importance. This is not the view that life's worth is such that the more we have of it the better, for clearly overpopulation is a disvalue. But once an individual life exists it is hugely important for its own sake. Consider a painting by Leonardo: the destruction of such a thing would be regarded as a terrible loss, not merely for the instrumental worth it has in pleasing or

> LIFE'S DOMINION by Ronald Dworkin HarperCollins £17.50, 272 pages

instructing us, but because of its own special value as a high achievement of human creativity. How much more valuable still, Dworkin says, is human existence itself. Each human life therefore com-

mands respect for its own sake.

because of what goes into its mak- der for giving a lethal injection to a ing and what its possibilities are. To end such a life is to frustrate its possibilities and to waste its value. For conservative opinion, this implies that abortion is never, or very rarely, justified. For liberal opinion, abortion is justified whenever the continuation of a pregnancy would have an especially bad effect on other lives by frustrating or wasting them, or would result in a deeply frustrated life for the child itself if it were born. But for both sides of the argument the central issue is the merit of life itself.

The same thoughts apply in the case of people suffering incurable and perhaps agonizing disease or injury. Recently in Britain a doctor was found guilty of attempted mur-

woman suffering so much pain that she screamed whenever touched. In Dworkin's view the question of life's value to the sufferer is the central concern here. In the Netherlands there is a tacit understanding that doctors can help such patients die peacefully and quickly provided certain guidelines are observed. Elsewhere, many sufferers are condemned by our scruples to lives which are terrible to live. Dworkin devotes a chapter to the problem of Alzheimer's patients, a growing population of sufferers with suffering families who, until medical science finds a rescue, undergo a long and frightening living death. Their plight throws the question of life's value into stark relief.

in the book's central chapters Dworkin brilliantly applies these ideas to a careful account of the practical and legal questions at the neart of contemporary controversy. For his own part he favours the liberal line in permitting abortion and authanasia whenever the case for them is cogent. But his expressed hope is that redefining the debate as one about the best way to respect and protect life considered as intrinsically valuable as "sacred" - will beln to relay the ferocity of opposition between the debate's warring parties. It should, he says, help to bring both sides together to see that their disagreement is at bottom a spiritual one; for if a tolerant society can embrace differences of religious and political views, why should it not do so in regard to the question of how best to respect life's sanctity?

A.C. Grayling

## Big Brother arrives

timing, the Brit-ish Security Service (MT5) has moved into a new, hideous headquarters on Millbank just as it has become all too apparent that Boris Yeltsin's Russia is no more capable of posing a threat to the UK than it is of conducting its own affairs.

Yet it is an historically demonstrable fact that Soviet Russia has always been regarded by MI5 and the Special Branch of the Metropolitan Police as an enemy of Britain. Those in Britain who have, or are alleged to have had, overt or covert sympathy for Soviet Russia have been regarded in the same light as committed

supporters and traitors. Stephen Dorril therefore argues that MI5 and the Special Branch are now planning to concentrate their energies on closer investigation than ever before of the lives and beliefs of British citizens, in order to persuade the government that their tasks remain unchanged despite Soviet Russia's demise. Terrorism in its many forms, with Northern ireland the scene for prolonged undeclared war, will justify greater activity, not only by MI5 but by the other civilian and military agencies which operate there. The Government Communications Headquarters case against MI5 and the Spe-

to penetrate ever more closely into private lives. Dorril's Big Brother world is

described soberly, and with

abundant corroborative mate-

rial. Dorril has also worked hard to sustain the thesis which complements his account of MI5's and the Special Branch's determination to survive at all costs. Dorril states not only that the Cold War is over but that "it is debatable whether terrorism poses a real threat to the realm." Therefore, there is no longer any need for MI5 and its associates. Dorril is clearly convinced that this simple assertion requires no evidence to support it. Given such a conviction, Dorril finds no difficulty in arguing that MI5 and the Special Branch manufacture crises and distort the terrorist factor in order to strengthen what he calls "the

secret state". Linking issues which should be treated separately is a device much employed by conspiracy theorists, and Dorril is no exception. He has, however, striven so hard to sustain his

(GCHQ), the Postal Services and British Telecom will seek cial Branch that the issues do emerge in terms which enable two key questions to be asked: do we need security services, and are these services so anxious to convince their political masters of the existence of new threats to the realm that intensified interference with ordinary British citizens occurs almost without check?

The first question can be blumtly answered in the affirmative. All Dorril's denials

THE SILENT CONSPIRACY by Stephen Dorril Heinemann £16.99, 521 pages

cannot alter the fact that a major terrorist threat does exist to the lives of just those ordinary citizens about whom he professes such concern. When people get blown up or maimed, and when evidence emerges that the Provisional IRA is not the only terrorist organisation operating in the UK, the thoughtful reader could well decide that the author represents a generation which lacks direct experience of an ugly world. Yet Dorril

not only calls the Provisionals "terrorists" but applies the word to others, notably those who perpetrated the Lockerbie massacre. Dorril also states that "with substantial arms supplies from Libya the IRA will always be able to mount operations." There is much mental confusion here.

Nevertheless, and coming to the second issue, Dorril does have a constitutionally and politically very important case in exposing the degree to which our lives are under surveillance, and on a scale which poses a specific threat to civil liberties. The Police Review, hardly a journal of the left, provides Dorril with an apt text regarding surveillance operations: "Much of the information is valid intelligence. A substantial proportion is unchecked bunkum." Searching further back in time, Dorril finds Erskine May criticising the Special Branch: "The freedom of a country may be noted by its immunity from this

baneful agency." If therefore there is nothing new about the secret British state, Dorril has still done good work in giving examples of unwarranted interference with

our lives; justified on no possi-bly valid security grounds; apparently controlled by recent legislation; yet exonerated in practice by governmental authority in terms which could well have been laid down by Sir Humphrey Appleby. In the event, therefore, Mr

Dorril has put it in his debt. The security services are necessary, but require urgent overhaul and Parliamentary oversight. Attention John Major, our populist prime min-ister. While he is about it, Mr Major could do worse than take a close look at "private security organisations," as they tend, euphemistically, to dub themselves. Some of these firms are perfectly proper and have saved lives rather than taken them. But all merit investigation - by Parliament, not by some neutered Whitehall committee.

The case for investigation is clear and straightforward: the electronic age enables all kind of folk, well intentioned and otherwise, contracted, covertly. to "government" or not, to poke and pry. Orwell's frightening vision is coming closer to realisation, not because of 'the secret state" mentality but because it is now all too easy to dig deep into another's private life.

## weird kind of icon

IKE IT or not, it is difficult to avoid Dr Hunter S Thompson Only recently Garry Trudeau devoted another of his "Doonesbury" cartoon strips to the latest episode in the extraordinary life of Duke, the drug addict, quondam diplomat and Colorado recluse who is modelled on the self-styled 'gonzo" journalist.

There have been at least three biographies of the man in the last year or two. For those who keep track,E Jean Carroll's is the one by the author who actually slept with him and nearly married him. This is not bad for a character who has produced only one seriously good book in 30 years (Fear and Loathing on the Campaign Trail, a brilliantly idiosyncratic account of the 1972 election) and is considered even by his fans to be one of the most disappointing literary talents of his generation.

Ms Carroll's technique is clever. Every third chapter or so gives an account of her own romance" with Thompson, written in the best Vanity Fair/Tom Wolfe style, deli-Anthony Verrier ciously revealing, funny, and self-mocking. The rest is a

series of quotes from family, friends and enemies, from Louisville, Kentucky, via the Hell's Angels and political writing to the Colorado cabin. Thus she begins: "I have heard the biographers of Harry S Truman, Catherine the Great, etc etc, say they would give anything if their subjects were alive so they could ask them some questions. I, on the other hand, would give anything if my subject were dead.

> HUNTER by E Jean Carroll Simon & Schuster £16.99, 341

He should be. Oh yes. Look at his daily routine: 3.00pm rise: 3.05 Chivas Regal with the morning papers, Dunhills. 3.45 cocaine: 3.50 another glass of Chivas, Dunhill: 4.05 first cup of coffee, Dunhill: 4.15 cocaine: 4.16 orange juice, Dunhill; 4.30 cocame: 4.54 cocaine ..."

Eventually you get the pic-ture, through the 7pm lunch at the Woody Creek Tavern (Heineken, two margaritas, two cheeseburgers, fries, tomatoes, coleslaw, taco salad, fried

onion rings, carrot cake, ice cream, bean fritter, Dunhills, another Heineken, cocaine, and for the ride home a glass of shredded ice over which is poured three or four jiggers of Chivas.) At 9pm he "starts snorting cocaine seriously"; at midnight, fortified by Chartreuse and pornographic movies, he is "ready to write."

Or not, because it is a long time since Hunter Thompson has written anything. But there is no point in being pofaced about this. To write may be to disappoint to be Hunter S Thompson is to be a weird kind of icon. Dick Goodwin, an old friend and intimate of the Kennedys, says: "Hunter Thompson is a unique character of our times. He is a reality, which is one thing. And he is a symbol, which is another totally different thing. And thirdly he's both ultimately sane and crazy. He is also drunk and sober".

Carroll, with the deftest of touches, offers the most entertaining of reads with, correctly, an absence of moralising. Other minor literary characters should be so lucky.

Jurek Martin

## Russian tradition woos Western interest

Richard Fairman welcomes the plans of the Kirov Opera and reviews recent recordings with a Russian flavour ing programme, conducted with a spring

Prokofiev: War and Peace. Kirov Chorus and Orch., St. Petersburg/Gergiev. Philips 434 097-2 (3 CDs)
Tchaikovsky: *The Sleeping Beauty*. Kirov Orch., St Petersburg/Gergiev. Philips 434

922-2 (3 CDs) Stravinsky: Symphony in C; Symphony in Three Movements; Symphonies of Wind Instruments. RSO Berlin/Ashkenazy. Decca

Shostakovich: Suite on Verses of Michelan-gelo Buonarroti; Four Verses of Captain Lebyadkin. Fischer-Dieskau. RSO Berlin/ Ashkenazy. Decca 433 319-2

Shostakovich: Symphony No 5; Festive Overture. Philadelphia Orch/Muti. EMI

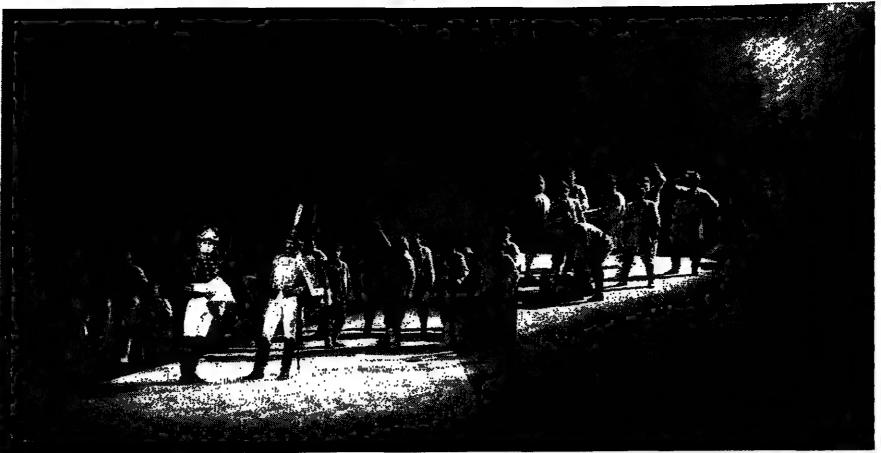
Prokofiev: Symphony No 5; Scythian Suite. City of Birmingham Symphony Orch/Rat-tle. EMI CDC7 54577-2

S THE rouble plummets, any musical organisation in Russia that has forged Western links must be humming a happy tune. The country's industry may be out-of-date, unable to compete, but when it comes to selling the arts abroad, the old-style Russianness of what is on offer counts as tradition and that is very marketable.

Probably the most prestigious, certainly the most successful at wooing Western interest, has been the Kirov Opera of St. Petersburg. In a wide-ranging interview in next month's Opera magazine the Kirov's Artistic Director, Valery Gergiev, outlines the full extent of his business plan, including regular visits to the West and joint productions with Western opera-houses.

in particular, a record contract with Philips has produced a series of recordings of opera and ballet, one of each new this month. To opera-lovers in Britain the Kirov production of Prokofiev's War and Peace (by the British producer Graham Vick) will already be familiar from a live BBC broadcast. The intention was to bring it to Covent Garden, but that is now on hold - Ironically because of financial con-straints at the British end, not the Russian. The CDs must suffice, at least for a

And a fine substitute they make. There is only one serious reservation, which



recording was taken live at the Maryinsky ing that do not necessarily come easily to Theatre, a handsome building and with an acceptable acoustic, as far as I recall; but that is not how it comes across here. There is no life to the sound at all. Everything is deadened, as though heavy velvet curtains have been hung around to soak up the top and bottom frequencies.

Fortunately, Gerglev is not aiming for a showy performance. He is not given to melodramatic gestures; he does not milk the score for emotion as Rostropovich did is only one serious reservation, which in his recording. Instead, the opera must be mentioned at the outset. The acquires a tenderness and a depth of feel-

it. I found that the shortcomings of the sound quality ceased to matter as the opera began to work its spell.

The cast includes some of the best Russian singers who have yet to make an impact on the international stage, Alexander Gergalov and Yelena Prokina make a youngish-sounding and touching couple as Andrey and Natasha. Gegam Gregoriam, a singer with a good chance of making his mark in the West as a Verdi or Puccini tenor, gives a vivid portrayal as Pierre. Kutuzov's big patriotic hymn to the Russian people asks for the grandest of Russian basses. Nikolai Okhotnikov is unfortunately not that, but he brings some spirit to the piece. I was surprised to find this important solo sliced in half in one rival recording. Gergiev performs the score without cuts and the whole opera is fitted economically on to three CDs. The booklet, in four languages, is splendid.

A better sonic advertisement for Gergiev

and his orchestra comes with the set of Tchalkovsky's The Sleeping Beauty. Strangely enough, this was also recorded at the Maryinsky Theatre, but not (one

imagines) with an audience present or with the orchestra in the pit. The sound is richer and more suave this time. Appropriately so, for now it is clear how cultured are the Kirov players - no piercing brass or straining violins in the familiar Russian style here - and Gergiev himself, as conductor. The whole performance presents the ballet as an aristocratic divertissement, with upper-class playing to match. A pair of new discs from Vladimir

Ashkenazy features another conductor of

Russian music who does not easily give in

to hysteria. The Stravinsky is an appeal-

in the step that makes the rhythms dance, but the playing of the Berlin Radio Symphony Orchestra is not sharp enough. The wind chording, for example, is never quite together. Perhaps it was untimely that ! received this disc shortly after hearing the orchestra's Berlin Philharmonic compatriots in Stravmsky's Rite of Spring at the Royal Albert Hall.

The Shostakovich is a more interesting prospect. This disc couples the composer's

two final works for the voice, written in the mid-1970s as death beckoned. Previou recordings of the Michelangelo Suite have been by growling Russian basses, all dark, implacable, unrelieved gloom. Dietrich Fischer-Dieskau, in what must be one of his last recordings, comes from a very different background and turns the music round to look out on a world of tenderness and half-remembered sensuality, a mellower vision of old age. He shouts too much in the sarcastic Captain Lebyadkin songs, but those are only a brief, pithy addendum to the disc.

The two EMI recordings are both of big symphonic showpieces. At least, that is how Riccardo Muti and the Philadelphia Orchestra deal with Shostakovich's Fifth Symphony. To judge from this proud display, the strength and richness of the Phila adelphia strings are as remarkable as ever Even without a conductor as bold, as wholehearted as Muti, one suspects they would dominate the performance. As it is, Muti plays the game and makes his points with magnificouent gestures, even when keeping up the momentum might have been preferable. This is Shostakovich with peanache and a high gloss finish.
In the Fifth Symphony of Prokofiev,
Simon Rattle and the City of Birmingham

Symphony Orchestra do not have that route available to them, for better or worse. There are times, especially in the slower music, when one wishes that the ensemble might be tighter, the rhythms more decisively pointed, but the overall view of the symphony works well. Rattle never overplays his hand and has the good sense to tap the Adagio's bitter-sweet appeal without excessive indulgence. He many recordings there must be of these symphonies by now! - a bountiful source of export earnings, if only the Russian orchestras can get their hands on it.

## Piano takes pride of place

Bach: Goldberg Variations. Glenn Gould. Sony Classical Bach: Two- and Three-Part

Inventions. Glenn Gould. Sony Classical SMK62596 Brahms: Ballades Op.10, Rhap-sodies Op.79, 10 Intermezzi. Gienn Gould. Sony Classical

SM2K52851 (two CDs) Beethoven/Liszt: Symphony No 6. Glenn Gould. Sony Classical SMK52637

Hindemith: Plano Sonatas Nos 1-3. Glenn Gould. Sony Classi-Cal SMK52670 Mozart: Piano Sonatas K281.

282, 533/494, Maria Joso Pires. Deutsche Grammophon 437 Schumann: Piano Trios. Beaux

Arts Trio. Philips 432 165-2 (two

Mahler plays Mahler. The Welte-Mignon Plano Rolls with Yvonne Kenny and Claudine Carlson. Golden Legacy GLRS

THE SECOND instalment of Sony Classi-cal's Glenn Gould Edition is if anything even more consistently treasurable than the first, which appeared last year. True to its principle of comprehensiveness the new batch of discs includes Gould's second recording of the Goldberg Variations made in 1981, 25 years after the version that first established his reputation and which has already been included in the CD edition. The later account remains, though, the consummate achievement, one of Gould's finest performances, in which his astonishing powers of articulation and control are harnessed to a view of the variations that holds structural coherence, contrapuntal rigour and poetic expression in perfect balance.

The other Bach here is the collection of Two-Part and Three-Part Inventions assem-

bled in the mid 1960s. If alongside the Goldberg they seem plain, unadorned, much more confined in their tonal range and expressive potential, they represent nevertheless a vital aspect of Gould's creative thinking, which held that the bare essentials of Bachian counterpoint were to be just as highly regarded as the grand-

est organic conceptions. was a pianist who was congenihard to follow. Among poised,

Andrew Clements admires the

pieces here are strange, unespected discursions - the captral section of the first of the Op. 10 Ballades (recorded a few months before his death in 1982) slowed down almost to a standstill, the the E flat Intermezzo from Op.117 made so prosaic that all its poetry seeps away, the B minor plece from Op.119 full of ripples and flurries, with the pianist's omnipresent crooning more intru-

sive than usual. The eclecticism of Gould's repertory is represented by Hindemith and by his magisterial version of Liszt's transcription of the Pastoral Symphony. This becomes Beethoven filtered through the sensibility of two keyboard giants to emerge as an exploration of modern piano texture and figuration which only Gould, among the pianists of our time, could

unfashionable favourite here; the three plano sonatas receive muscular, committed performances. Winning would not be the word I would use describe this music, but Gould's accounts come as near as any interpreter could to making them seem like vitally important works in the 20th-century piano literature. Alongside such eccentric

With Gould's pair of Brahms discs the common ground between performer and listener becomes a little less firm. He tally incapable of being uninteresting, but sometimes his illogicality and wilfulness are lucid accounts of some of the

makes Mitsulo Uchida's Mozart sonata cycle so enduring, but something altogether more straightforward and ultimately endearing. It is, though, skilled, highly sophisticated playing, full of careful grading eccentric brilliance and shading and with a punctilious correctness about its of Glenn Gould rhythmic shaping. Nothing is pushed too hard, there are no specious claims to profundity; the music emerges naturally

and easily.

In the Beaux Arts Trio's integral set of Schumann's piano trios the piano playing of Menahem Pressler takes pride of place. Indeed Pressler's propulsive, brittle approach gives the familiar Beaux Arts character to these performances, which may not be ideal (the account of the D minor Trio, for instance, cannot hold a candle to the famous version that Rubinstein recorded with Heifetz and Piatigorsky) but which in works that are too often

roll that put paid to the dino-saurs of old, however, did not

eliminate nostalgia. Indeed.

nostalgia has become an

important element of the re-is-

sue market, not least because a

number of companies have

taken advantage of the fact

that sound recordings over 50-years-old are out of copyright.

Anyone can re-issue them, if

they can find clean versions of

the originals to copy. The

trick, of course, is to do them

properly. One such company is

Avid which has just released a

quartet of CDs featuring clas-

sic interpretations of the songs

of Irving Berlin (Berlin Always

brilliance Maria Joao Pires'

collection of three Mozart sona-

tas could seem plain fare

tling or unconventional about

her playing: it is not the

supremely elegant style of

Mozart interpretation which

ed. There is nothing star-

neglected are much more than simply serviceable. The tone of violinist Isidore Cohen has got wirier and less supple over the years, that of the cellist Peter Wiley is less assertive than that of his predecessor in the group Bernard Greenhouse. But the energy of the playing is ummistakable and the surge gives to Schumann's melodies hard to gainsay.

Finally a curiosity. The irrepressible Mahler enthusiast and scholar Gilbert Kaplan has sponsored and produced a realisation of four plane rolls made by his hero for the new Welte-Mignon system in 1905: the songs "Ging heut' morgens uber Feld" and "Ich ging mit Lust durch einen grünen Wald", the fourth movement of the Fourth Symphony and the opening movement of the Fifth. The disc also includes alternative versions of the three vocal items with solo vocal lines added by the soprano Yvonne Kenny and mezzo Claudine Carlson. On this evidence Mahler was

not a great composer-pianist; the performances are full of scumbled passage work and muddy figuration. But they do give an uncanny sense of his energy as an interpreter, his tempi are generally faster than those of conventional performances today, and he seems to have obtained emotional weighting through contrasts of mood and dynamic much more than by languorous expressivo. The realisations have been carried out immaculately; for Mahlerians this is doubtless an

T IS entirely appropriate that ECM's 500th production should be from Jan Garbarek, the label's foremost exponent of its often gloomy, usually thought provoking, European contemporary music. After the disappointment of the Norwegian saxophonist's last outing, the soprano sitting uncomfortably alongside the North Indian classical music of Ustad Fateh Ali Khan (Ragas and Sagas), Twelve Moons is a welcome return to form and the old group. Where he seemed starved of oxygen on Ragas, Garbarek burns bright here, set against the luxurious rhythm section of Marilyn Mazur's mixed percussion. Ebarhard Weber on electrobass and the sparkling synth confection of Rainer Bruninghaus. Compositions rooted in Norwegian lore or based on the music of Edward Grieg are the unlikely soundscapes for the leader's searing declamation: the ululating vocals of Agnes Buen Garnas and Mari Boine, the extraordinary and emotional accompaniment. Jolly it

isn't, uplifting it is. When I first put American Keith Jarrett's new ECM disc Bye Bye Blackbird into the slot, I was convinced a mosquito had become trapped in the speaker cabinet. Several minutes into the title track I thought that comedian Jerry Lewis had joined the pianist's trio for some kind of zany scat routine. If Jarrett's piano playing is at its potent best here, so is the vocal accompaniment. Do not be too alarmed, the absent minded squeals do abate a little later to reveal an empathetic tribute to the late Miles Davis. The Standards

Trio of Jarrett (plano), Gary

## Jazz new and old



DeJohnette (drums) recorded this session shortly after Miles Davis died but held back the issue until the public mourn ing had subsided. In not a maudlin way, the trio reflect on "the sound which came from silence" with Davis favourites such as "Straight no chaser" and "I thought about you", around the yearning joint composition, "For Miles" Quite apart from its value as testament to a chapter in jazz history, Bye Bye Blackbird gives a seductive yet "clubby view of Jarrett outside the introspection of the solo performance

The American drummer Paul Motian is an important but much underrated figure in



Peacock (bass) and Jack

modern jazz who has shed new

and Billy Williams ("When

light on the work of others notably Monk and Bill Evans in recent releases alongside tenorist Joe Loveno and guitarist Bill Frisell. Paul Motian and the Electric Bebop Band finds his usually suspended drumming technique brought down to earth for some bracing bebop standards and 52nd Street themes. Flanked by the choppy guitars of Brad Schoeppach and Kurt Rosenwinkel.

most interesting. First among the re-releases is a splendidly annotated three disc anthology from Ella Fitz-

the elastic tenor of promising

Granz. The release of Verve's First Lady of Song which coincides with her 75th birthday. contains little new for the dedicated fan in its 51 tracks. As a sampler for the almost sacred "Songbook" sessions, however, it is essential listening. Through Gershwin, Porter, Berlin and Ellington, the cut mean a thing", this is an es the works.

## Nostalgia goes pop

OR REASONS that probably will always make so fascinating and reveremain unclear, the latory. Hindemith is the other record industry has redefined "nostalgia" as a marketing concept that is exclu-All Simon, sively applied to the music prior to the emergence of rock 'n' roll. It is as though to have fond recollections, let alone no rattle. knowledge, of Fats Domino is to have a good memory - but to remember Al Bowly is to be dinosaur. What would Victor Meldrew think about that? The passing comet of rock 'n'

Loudspeakers are the weakest link in a hi-fi system. Because they are mech-anical and not electronic, they have more distortion. The only certain way to minimise this is to invest in

ATC are the most high-ly specified, highly priced speakers in the world. They are dedicated to producing incomparable sound - with nothing added, nothing taken away. In fact, ATC have about

as much in common with

most other speakers as a CD with an old LP.
(Buy a pair for Simon.) For price and details, call Ashley James on **0285 760561** (fax 0285 760683).



AVC 517), Cole Porter (You're The Tops. 518), George and Ira Gershwin (S'Wonderful, 520) and Jerome Kern (Yesterdays!, 519).

essential issue.

performers surprises as well as touching the obvious bases. The Kern, for example, features Fred Astaire, Jessie Matthews, George Gershwin and Billie Holiday. Even better is the Gershwin, which includes Al Jolson singing "Swanee", Coleman Hawkins performing "Lady Be Good", Fats Waller's on of "I Got Rhythm" and Paul Robeson's impassioned "Summertime". The CDs all have a discreet note to the effect that the recordings are vintage performances made prior to modern recording techniques. Nonetheless the clicks. scratches and surface noises one remembers are missing. The tapes have probably been (sympathetically) cleaned up. Certainly the recordings have an appealing brightness.

All are worthwhile, particularly because the selection of

Pavilion Records is another

company that specialises in re-

issuing vintage recordings.

7006), Al Bowby's Just a Bowl Of Cherries (7003); Gems of The Music Hall (7005), George Form-by's Favourites (7001), Mr Music Master (7004), a selection of performances of songs by Hoagy Carmichael, and Paul Robeson (7009). The Al Bowly, a selection of

label include Arthur Traceu's

rarities, is for collectors only, but the rest are of wider interest, if one is willing to endure a few crackles and hisses -Pavilion takes the view that authenticity is preferable to tampering with recordings. Like the Avid recordings, the Carmichael set mixes the classic (Mildred Bailey singing "Rocking Chair") with the odd (Nat Gonella's version of 'Georgia on My Mind"), while the Formby and Robeson include virtually all their major hits. Particularly interesting (but also particularly scratchy) is the Music Hall collection which features classic performances from Harry Lauder ("I Love a Lassie"), Marie Lloyd ("Every Little Movement"), Florrie Forde ("Has Recent releases on its Flapper Anybody Here Seen Kelly")

Our Favourites (PAST CD Father Panered The Parlour"). Of the major companies, EMI has been the most active in the nostalgia field. Its most interesting series has been the ... By Night CDs. Built on memories of foreign travel and the growing awareness of the fact that there are non-English language popular music tradi-tions, EMI plundered its worldwide catalogue to great effect. The earliest albums took us to Paris, Rome and Berlin and introduced us to Piaf, Tino Rossi and Dietrich. So successful were they that EMI has put out a compilation of these, The Continental Collection (7 894602). But even more exciting are the latest offerings, Buenos Aires By Night (789180 2) and Rio By Night (789036 2). The first features classic tango performances by the original recording artists (Josi Basso's La Cumparista) and the second a rich mix of the musical heritage of Rio De Janiero. More-

> nals, they sound magnificent. Phil Hardy

over, because EMI has access

to the clean copies of the origi-

newcomer Joshua Redman fronts the band through classic bop tunes such as "Darn that dream" and "Shaw-nuff". This is accessible Motian at his gerald's years under Norman

The Official London Theatre Guide -

ADELPHI, Strand. Tel:071.344.0053)
Sunset Boulevard Provisors June 21-29
Toby Charing Crass. Prives £15-£32.50 T0836.470900 BERT, St Martin + Lane, Tel 071,867,1119 into and the Paycock Unidjone 19 by Leionter Square Prices: E7-E27 T0806 430901 ALBERT, 51 Martin's Lane Tel 071,867,1115 Separate Tables Previews from June 23 Jube Lecenter Square Prices C-622 PHORNEL Chartog Churt Road Tel 871,867,1644 Blood Brothers Tube Tolienben Cl. Rd.Priers (8.54-625 T0876 430873 ALDWYCH, Aklwych, Teigri, 234,6404
The Importance of Being Earnest
Tabe H-Born Price (7 50-02) T 0636 43002

The Deep Blue Sea Must end one 19
The Deep Blue Sea Must end one 19
Tube Pacadilly Cir. Prinsel-5-22 T083a-6906
APOLLO VICTORIA, IT. Wilson Road. Tat 67L-80a-82
Starting the Express
Tube Victoria Prince (9-28 Y0836-43048 PRINCEOF WALES, Covering St. Teleph. 189.5972
City of Angels
Tuber Piccadilly Circ. Proces L17 50-120. T. 000s. 139937

COLLSCIM, S. Mariur's Later Tel 91.185.4.1961 English National Operat THE MAGIC FLUTE MAGI CRITERION, Pier Care Lider 1, 199, 4488 From June 17 Elegies has Angels Tooks and Raying Queens Take Precasally Cin. Prices 17 50-618 T1804 430919 ranslations
who constitute Francis 10-018 T0836 430913

DRURY LANE, Catherine Street. Tel 1871.494.5061)
Miss Salgon
Tube Convent Genden Prices. 03:50-630, T0630-430914 DUCHESS, Calbertin-Street. Tel 874.496.2073
DON't Dress For Dinner
Tube Conguitation Process 2-12.50 T0026.430915
DUKE OF YORK'S, Tel 874.386.512.9837
The Last Yankee
Tabe Leitswater's Privas 25 50-(16.50 T0026-430916
FORTUNE, Russell St. Tel 874.386.2238
The Woman in Black

Table Letteraris, Price LEGIV-30 1990 vaccing CLOBE, Shatterbury Ave Tel 971.494.5967
Present LaughterPreviews from June 15 Labe Propagative. Price C 50-22 T0830.430419
Labe Propagative Tel 671.538.6000
Little Circu English Previews from July 5
Little Croat E01 Previews from July 5
Little Croat E01 Previews from July 5
Little Procadility Circus Croes C 7-224 T0830-430420 HER MAJESTY'S. Haymarive, Tol (1971, 494, 3400)
The Phantoon of the Opera
Tube Par, addity Curan Prices 28 75-128 T0836, 4 10921 LONDON PALLADIUM, Anylist, Telept Leva. Sezon Josephand the Amazing Technicolor Dreamco. Tuba Oshnd Circus Prices 1830-129 T087a 43092 g (ecnasculari presidentes) es (8.90-629 T 08% 430922 LYRIC, Shaftesbury Aver Tel (07),494,50451 Five Guys Named Moe Tuber Procalally, Times Prices, 13-227, 30 Tub 16 430423

NATIONAL THEATRE', South Buni. Telof 1, 422, 1252 Other MACGETT TRELATION OF THE WELLS AN INSPECTOR CALLS There, GA-10-36 TUSSO, 17026 THE ACT OF THE PROPERTY OF T

Cats
Tube Hulborn Prices (10.50-130 T 0836-430929 Calb Tab Haborn Pricer CIO-Su-Cio Tottle 430929 Tottle 430950 Plays 430960 Thriffers 430950 Plays 430960 Musicals 430960 Plays 430960 Musicals 430960 Plays 430960 Musicals 430960 Plays 43

glass diction and natural musicality make Fitzgerald the perfect medium for these composers. All aspects of Fitzgerald are here too. From the number that started it all, the easy swinging "A-tisket A-tasket" via the hilarious muffed vocals of "Mack the knife" to the transcendental scat of "It don't tial purchase for those without Garry Booth Jan Garbarek, Twelve Moons

ECM 1500 519500-2; Keith Jarrett Trio, Bye Bye Blackbird BCM 1467 513 074-2; Pay Motion and the Electric Bebo Band JMT 514004-2; Ella Fitzgerald, First Lady of Song Verve 517898-2

OPEN AIR, Regent's Park. Teles 1484-2431/1933 r BOMEO AND JULIET New Skales pearer Company of Tube Baker St. Proces 17-(15 Tub) 4-8003 PALACE Shattsbury Arress Tel 971.434,9100 Tel Mor Lenconer Square Prices. CF-COU TON 36.4 1/432

THEPLAYHOUSE Northemberland Fall 1807 489 4861
If Runs in the Family
Tabe Embanhanet Price 13-CH. II TON's 43005
PRINCE EDWARD, Chil Compton II Tell PLITALIPS
Crazy For You
Tabe Lowester Sq. Prans. 11 50-CH T0836 43636

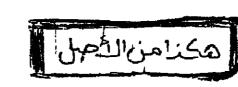
QUEENS Shatesbury Are. Tele? Leo Sout Mach Ado About Nothing From July! Tube Possellily Circ. Prices 27:50-20 T0814 Gerts ROYAL COURTY, Shake Square Televi 710: 1749
Barclays New Stages Until line to
Tabe Shake Square Prices 15-112
Total Ligato ROYAL COURTY, Stoamp Square Tel 871,730,1245 Oleanna From June 23 Tube Stoamp Square Proces, ES-118 T (1870-430930

ROYALOPERANOUSE? CoventCde, Tel87128.8980 The Royal Opera, ATTILA LA BOHEME TOSCA Tube Current Carden T1870-43911 ROYALSHAKESPEARECOP, Barbaan, Teloff Assessing Barbaan Thysire THE WINTER'S TALE Prices CF-CTI-50 TOOLS ASSESSING TachT THE ODDYSSEY Prices 414, 411-30 TOOLS ASSESSING Barblean SADLER'S WELLST, Roseberr Ave. Tel 07 L378,0916
Lango Para Dos june 22-july 10
Lube. Angel Prices C3-220
T080 Ay

TOSA 43-4 TOSA 4 SHAFTESBURY Shaftesbury Ave Tele71 379 3949 Kiss of the Spider Woman Tube Totenburg ( Rd Price 48-CM TURIO 13194) STRAND. The Strand Tel 071,030,0000 Leonardo A Portrali of Love Tube Crossis Gdn. Proces. 09-127-90 Tubb 4 20945 VAUDEVILLE, The Strand Tel 971.836.9987
An Evening with Gary Lineker Contlety 23
Tober Charles Cr. Proces OF Strate SO TOB to 430940

VICTORIA PALACE, Victoria Sirvet. Tele77.434, 1317
Baddy
Tuber Victoria Prices 28-C4
T1836.434917 WHITEHALL Whitchall Tel 071.867.1119
Travels with My Aunt
Tube Charles Cross Proces 88-420
T 0836-430949

WYNDHAM'S, Charleg Cross & Telefonder, 1116
The Gift of the Gorgon
The Literature St. Prices 19-122 TOBAL 1903
Phonenumber slobrar bets: A fee will be charged
when nabung a credit card telephone booking
Nocharge Propialbookingur personal callers.
1 Registered Charity Theatreline Theatreline
T-Call the 68% Theatreline numbers in this guide for more information and daily seaf availability on each show. Callscost 36pcheaprateor 48patallother times in UK.



eras projects  $\mathbf{p}_{\mathrm{Teta}}(z):$ 200 Feb. 275 . 1.21

A man service of Parties and

<u> 2010</u>, 400

Venice B

crov

com

an

32:27 : 196 : 1 1.0%  $\mathbb{E}_{n,m}^{-1}(\mathbb{R}^n)$ 食物を含まれた。 Miles of the Co 3250 CV 57 2620227 ₹10-122 45 15 ± 2 ± 2 WELL CONTRACT 支援とはいった。 355 955 Carlo Silver on

 $U \cong \mathbb{N}_{\mathbb{Z}^{n}}$ 異語など また Part of the second Sept and the second second 記憶機能量 かんしゃしん 45000 A 11 1 Fathering, **脚ニールル** Fig. 1932.5 (c) 建物的复数形式 Bridge William The Court of S টেক্স তেওঁল ম<sub>েল</sub> সং **基金公司**公司 M 2250 3 管理なる。 第四次では、 第四をでは、 第一をでは、 第一をでは、

Digital Commence. ENGLA ... esta Titors Marian ... Minister, -Bearing a Ben Marin o lone on colone Strain Cong المراجعة الم A Commence of the last of ting me 10 E .. Be Seal few Cone Report Server Ber Sign

4.7.5

post contract hand Berry Law Johns Samuel Committee Bethew Harry Reine Alton Economic Services Tr. 10- 14- ---dy British day of the last braz a n moments effer a 1 No. 17

Constitution of the second William / ST. JOSEPH HOSPICE

Mercan Same

Maria Maria

Harting Street , e.c.

### Venice Biennale Chaos, crowds and comedy

HERE ARE times, even now, when one is proud to be British. To find neself at Venice, with the temperature nudging into the 80s and facing the prospect, courtesy of British Airways, of a week or so in the clothes one stands up in, is not one of them. The errant bags turned up the next day, with their absence unexplained but at least intact. Your correspondent is once more his usual dapper and imperturbable self.

Not that that happy state has been a little difficult to maintain. The best and humidity are trying enough "but the noise, my dear, and the people." In spite of the public avowal by the director Achille Bonito Oliva, at his London press conference that this, the 45th Venice Biennale would be ready in time, it has proved so far the worst organised of any in my experience of the last 20 years

The central sight and focus of the Biennale are the public gardens at the far end of the city proper. There beneath the trees are the many national pavilions that make up so engaging an account of the architectural progress of the century. There, too, is the maze-like central pavilion that houses the principal thematic surveys of recent international art. And so, in the avenue before the gates into the gardens on the first of the three press days, the comedy begins, just as it has begun on the first day of every

We, the world's art critics, want to get in, and they, the guardians of the gates, young arnest men with walkie-talkies, and a handful of armed carabinieri who lend

a certain tone, do not want to let us in until the last possible official moment, Pully-loaded cameramen are climbing everywhere above us to catch it all. Only this year the wait goes on and on, long after the prourised hour. The sun beats down. Tempers

shorten. Fists are raised. Things are said. People had been going in all the time, of course, if they had the magic words to whisper, or pass to show. Then there came the wonderful moment when the dam broke. I suppose some 50 got through,

, before the gates were closed again by force, rather like the gates of Hougoumont at the battle of Waterloo. We too managed to break in, to our humense satisfaction, in a diversionary raid on the side

And so into the gardens, to make a start on the avilions and exhibitions and to face the perverse ordeal of accreditation, which means another crush, another endless wait, and more hard words and lost tempers. This year the catalogue is in short supply, can hardly be had for love or money, and when at last achieved it weighs a ton. You cannot imagine the desperation, the sheer panic of the critic denied his

The next few days will bring receptions here and gossip there, things to be seen, ions to be drawn. Francis Bacon in the city, the young artists in the Arsenale, Richard Hamilton in our pavilion - such things await a thorough notice. The Biennale is under way again, and for the moment it is. enough to lean on the balcony of the British pavilion, high above the gardens and the throng, a cooling glass on band. Being British does have lt moments after all.

■ William Packer will write about the Biennale on Tuesday and Saturday next week.

William Packer

#### ST. JOSEPH'S HOSPICE MARE ST. LONDON ES 4SA. (Charity Rel. No. 231323)

"God's nobility" was how our foundress described the dying poor of long ago. The poverty has declined but the sick and the suffering are with us always. So is your inspiring support in these anxious times. May God reward you for your

Sister Superior.

#### has started soundings in its search for a new chairman of the Arts Council to replace Lord Palumbo next April Fool's Day. Rumours suggest that the usual suspects have been rounded up, including former arts minister Lord Gowrie, who is not fully stretched these days as chairman of Sotheby's Europe, Sir Nicholas Goodison, an unregenerate arts commit-tee man, and Mary Archer, who would be an acceptable

But the government's task in filling this unpaid job with endless opportunities for nights at the opera has not been made any easier by the explosive resignation this week of Lord Rix (former actor Brian Rix) who for seven years chaired the Council's Drama Advisory Panel and its Arts and Disabilities Committee. Lord Rix was not mealy-

mouthed in explaining why he was quitting. For more years than I care to think the Arts Council has been viewed with barely concealed contempt by successive Arts Ministers as well as by our clients." He goes on to accuse the Council of "fawning" if it receives a reasonable grant from the government, and when, as this year, there is no real increase, behaving "like lemmings, devising fatuous so-called policies, and strategies, and visions, and corporate plans which are merely feeble attempts to cover up the fact anger. For years the Council

Arts Council that we have been defecated on seems to have been churning from a great height." out reports - on devolution, As a seasoned furceur his strategy, internal organisation, timing was spot on, prompted as well as specialist working by last week's report by conpapers. Various arts ministers sultants Price Waterhouse into have played pass the parcel

the workings of the Arts Coun-

ing, what are they for?

Behind the specifics is a

more fundamental trigger for Lord Rix's outburst. He thinks

that the Council has allowed

itself to become a football of

the government. It should have

re-examined its role and future

itself rather than submit to an

investigation by outside con-

sultants. He feels that through

apathy the Council has made

itself dependent on its paymas-

ter, the Heritage Minister, and

has surrendered the cherished

One can understand his

arm's length principle.

cil. "Two things really got up my nose", he says. "Their recommendation to cut back the number of panel chairmen and regional arts board direc-Anthony tors on the main Council, and Thorncroft on an the suggestion that the Council should not go in for social engiexplosive neering. If the arts are not in the business of social engineerresignation

with it: some, like Richard

Luce, favouring devolution of

its powers to Regional Arts

Rix rattles the

Boards; others, such as David Mellor, basically wanting to make the funding decisions for major clients personally: or. like the current incumbent, Peter Brooke, adopting a lais-

sez faire approach. Lord Rix has a point over the changing attitudes towards "social engineering." To a great extent the Council has responded to its bosses. Luce wanted more attention paid to women in the arts, Renton was keen on cultural diversity, Brooke on disability. Their wishes were slavishly followed. Now Price Waterhouse turns all this on its head and savs that the Council should return to a mainstream role as advocate of the arts.

Of course Brooke can ignore the report. But he seems com-mitted to the Price Waterhouse option of letting the Council carry on much as it is but saving £850,000 a year by cutting 30-odd jobs, and by putting out such activities as touring to a separate agency.

A dispassionate observer may feel that for all the the government's huffing and puffing very little has changed at the Arts Council. Most of the reforms amount to little. After 14 years of Conservative government it remains an entrenched bureaucracy, the arms-length principle still largely intact. It has lost some powers through devolution, but that was very much its own policy pronounced in the "Glory of the Garden" initia-

tive of the early 1980s. The new chairman's main concern will be money. After three years of generous treatment by the government,

which has raised the Council's grant by 27 per cent to £225m, the cash flow is due to be switched off. In the face of a planned cut of £5m in its grant for 1991-95 the Council intends to announce in July that it will make strategic arts decisions --instead of shared misery it will divert money away from devolved regional theatres and towards contemporary dance and the visual arts. In the event little more than £1m or so will be transferred, and although some arts organisations will suffer and claim they face closure, they will probably

The real fight over money comes when the government confirms the Arts Council grant in November. Secretary General Anthony Everitt is "very glum", and fears that the £5m cut could become £10m. chancellor Kenneth Clarke likes jazz but is not often seen in the Covent Garden crush bar, and Peter Brooke shows little enthusiasm for asking for more. The winter may be full of horror stories about bankrupt arts compa-

A new chairman will be courted with promises that the structure of the Arts Council has been sorted out, and that there is an exciting new plaything, the national Lottery, to administer. But these plus points will seem less attractive f the long anticipated cash crisis in the arts finally arrives just before he comes into his inheritance.

#### Off The Wall

## Better times at the Fairs

NE OF the more an English summer is to watch the queue of millionaires snaking outside London's Grosvenor House waiting for the doors to open for the private view of the annual Antiques Fair.

Why they are in such a frenzy is hard to imagine. Are they really fighting over Con-stable's "The Wheatfield", on offer at Agnews for \$6m; or the life-sized statues of Queen Victoria and Prince Albert at Country Seat priced at £54,000; or a rare signed Book of Hours of 1310 that Sam Fogg is selling for £300,000? Well, ves. actually. The first man into the Fair rushed to the stand of new exhibitor Grace Wu Bruce and bought a Ming folding chair for £150,000. He was one of the many far Eastern dealers and collectors in the throng, which was encouraging for the exhibitors since this is the the region that seems set to dominate the art market in the foreseable future.

First stop for the Japane Taiwanese, Korean, and Hong Kong buyers in town was Eskenazi's new gallery of ori-ental art in Clifford Street where his exhibition of "Early Chinese art from tombs and temples" was nearly cleaned out on the first day when 28 of the 48 items were sold, including four each priced at over £1m. By Thursday he had sold 32 objects valued at more than

Oriental art still attracts traditional western buyers, too. So while a Japanese museum paid over £1m for a bronze and stiver ox of around 350 BC, a marble votive stele of around 450 AD went to the Cleveland Museum for £1.8m. The grave goods that orientals are loath to buy, such as Tang horses, have western fans, such as the American collector who acquired one for over £1m.

The first reactions from Grosvenor House dealers was that business this year, while still sedate, was a little brisker than last. Down the road at Olympia there was a surge of optimism when first day attendances clocked in 40 per cent higher than last year. Then came the hot weather, a failing off in numbers and a return to reason, but even so on Monday, when dealers re-stocked stands for the final six days. chairman Leslie Weller reckoned he supervised the biggest inflow of antiques since 1988.

Trade is definitely picking up, but as one dealer who has just completed his financial year complained: "My turnover is 20 per cent higher but my profits are still non-existent" Buyers know they are in the driving seat.

There are more signs of better times. The William Weston Gallery sold 24 of its 27 Matisse etchings in two days, and at this week's auctions, while there is little interest in the mundane, the exceptional fetched good prices. Sotheby's had its best total, £8m-plus, for a sale of Victorian pictures, and disposed of an Alma-Tadema for £1.4m. It also managed £925,500 from a Chinese bronze food vessel, and £496,500 yesterday from a Louis XV secretaire by van Riesenburgh. And yesterday Christie's put

the cap on an encouraging week with a Victorian picture

auction which brought in £5.8m and was 91 per cent sold. It set a new record for Alma-Tadema - £1.65m for his spectacular "Roses of Heliogabalus", as well as artist records for Waterhouse, Strudwick, Metevard and Marcus Stone. At last it looks as if the worst is over for the art world.

Down at London's Chelsea Harbour something is stirring at last. The place is being invaded not by shoppers, or diners, but by sculptures. The most important sculpture exhibition in the country for almost 20 years has brought 60 installations to the site, including works by Glynn Williams, Elisabeth Frink, Allen Jones, Lynn Chadwick Michael Kenny and more.

The massive exercise is being underwritten by P & O, developers of the site. It has put up £250,000 towards the cost, making it one of the largest one-off sponsorships. As well as attempting to resuscitate Chelsea Harbour the exhibition is also lifting the Royal Society of British Sculptors off the floor. This distinguished body had fallen on hard times,

Antony Thorncroft reports on a good week at Grosvenor House

with membership lapsing to under 200 working sculptors. Now an energetic president, Philomena Davidson Davis, is turning it round.

The Canary Wharf show includes works by sculptors who should join the RBS - and might if its revival continues. Most of the pieces are for sale at prices ranging from £6,000 to the £160,000 for a jeu d'esprit by Niki de Saint Phalle.

Compared with our morose painters, and their bleak vision, sculptors tend to be jolly people who are working well. Glynn Williams, head of sculpture at the Royal College graduates this year will be gainfully employed as sculptors, even if most of their com missions come from overseas. In total the output of UK sculptors has been valued at around

2400m a year.

Most of the work goes overseas. But there is a revival in outdoor sculpture in the UK. The biggest commission in London, three sculptures, valued at £250,000, to decorate the Link road to Docklands, has just been unveiled. All told there are now more than 40 pieces of public art in Docklands, and you can trace them

through a new art map.

Last week the Art in the City Sculpture trail opened in the City of London, and this week the Arts Council-British Gas Working for Cities awards were announced, in which the Art in Public Spaces prize went to the Wakefield Cathedral Precinct. Contemporary art may be hitting its head against a brick wall of popular indifference but sculptors, who have moved beyond the abstract, seem to be more in harmony with the public mood.

## Elusive **Ghosts**

Ibsen's Ghosts is nearly, so nearly, a works beautifully in the close surroundings of The Other Place, and the performance shines with vintage RSC virtues. Every facet has been honed for meaning, the actors play as a true ensemble, voices are handsomely produced with a wide, musical range of nuance, and the designs are unobtrusively attractive. Why then is the production less than ideal? Partly because of two vintage RSC flaws: where the casting is perfect, the acting is not always spontaneous; and where the acting is sponta-

always perfect. Set against these cavils, however, is the thrill of Ghosts itself. Above all, it is about the choices - past, present, future - that tragically pin down a woman who has married without love. She spends most of the play breaking through one trap, only to meet a worse one. Jane Lapotaire should be wonderfully cast as Mrs Alv-ing. Every aspect of her is turned into expression and character. You see the hopeful girl she was, the sharp old woman she is becoming, and the severity and sorrow that have shaped her. But why so much calculating (and some-times melodramatic) emphasis? Why repeat the same odd rightarm gesture of entreaty, the same gaping mouth of dismay, so often? Why the pregnant pauses, the sobbing break-up of sentences into disparate staccato words? Too much artifice. The only artificial feature of Simon Russell Beale's Oswald

is his blonder-than-blonde hair.

Tensely cool with Manders,

respectful but guarded with his

mother, he reveals the angry young man in Oswald. But his

formidable range. Those who

admired his gentle Dancing at

will find this revival of Trans-

lations, written in 1980, much

Translations is almost an

overtly political play. The time

is 1833. The English military

have arrived to conduct the

first ordnance survey of Ireland. As David Killick's no-

nonsense-from-the-natives Cap-

tain Lancey explains, there are

two reasons. One is to equip

the military authorities with

"up-to-date and accurate infor-

mation in every corner of this

ART GALLERIES

ROY MILES SUMMER EXHIBITION OF

RUSSIAN ART, 29 Bruton Street, W1. Tel: 071-495 4747

VERNER AMELL LTD - 4 Ryder SL SWI 071 925 2759. SCANDINAVIAN PAINTINGS & SCULPTURE 1840 - 1930

CAMILLE PISSARRO Paintings.

Watercolours, Pastels and Drawings. JPL Fine Aris, 26 Davies Street, London W1 (071-483 2830) Mon-Fri 10-5.30. Unit July 18.

SPINK, King Street, St James's, SW1. FAR EASTERN ART AT SPIEC. Umil 18 June. Mon-Fit 9:30 am - 5:30 pm

CONTEMPORARY POLISH PRINTS Exhibition of Etchings, Engravings, Linggaphs & Woodculs. 12 June - 2 July 10-5.30 Mon-Sat. H.C.DICKINS, High Street, Blochsm, IV. Banbury, Oxfordshire. 2000a 721 048

LEREVRE GALLERY, 30 Bruton St. W1. 071-493 2107. EDWARD BURRA - Drawings of the 1920's and 30's. 10 June - 16 July.

Lines July 2nd, Mon-Fri 10-5.

stronger meat.

OR SOMEONE who

writes about the micro-world of Done-

gal, Brian Friel has a

asa a couple of years ago

invaluable in roles from Thersites (Troibis) to Richard III rids Oswald of his idealism. Two months ago, a young actor. Jonathan Wrather. played this role at the Palace Theatre Watford with less revealing detail but the kind of Montgomery Clift nervous intensity that swept the play up into a thrilling near-apotheosis. When Beale asks for "the sun...the sun...", I am gripped by the shocking dullness of his tone - yet I cannot believe that sun is what he

But expecting to find a flawless performance of a major Ibeen role is like looking for a garden without weeds. Each character is so multi-dimensional that it presents an actor with a supreme challenge. Manders, for example, is more guilible and slow-witted than John Carlisle shows. In every other respect, however, Carlisie is exemplary. He reveals Manders's morality from several sides - the blinkered Calvinist rigour, the tender, grave idealism (which attracted Mrs Alving), the insensitive rectitude that renders him eventually laughable. And played with utter ease.

John Normington's Engstrand is a plausible crook. Alexandra Gilbreath's Regina is radiant, servile and pushy -a marvellous mix. Vikki Mortimer's designs and Tina MacHugh's lighting, beautiful in themselves, entirely serve the play. Katie Mitchell, always a master of intimate space, directs the play as a powerful web of eloquently teracting details.

At The Other Place, Stratford-upon-Avon, until July 24 and later in the season.

Alastair Macaulay



## Irish questions

part of the empire". The other is to provide a basis for a new land evaluation for the purpose, he claims, of more equitable taxation. Subsequent devel-

opments suggest that the military can be very brutal. English audiences should not wince at that. Imperialism showed its nastier side in Ireland. Harder to take is the hyper-romanticism of the Irish in the first half of the 19th century. Every peasant, however drunken, carries a copy of Homer in his pocket. The entire rural population attends hedge schools where they imbibe arithmetic as well as the classics. They prefer to converse in Greek and Latin rather than stoop to English.

> **BRUFORD AND** HEMING LTD 28 Conduit Street London WIR 9TA BADA 75TH ANNIVERSARY Exhibition of ANTIQUE SILVER

> > CUTLERY 9-19 June Catalogues available Tel: 071-629 4289 Fax: 071-493 5879 Rours 10am-5pm

Perhaps we should put that down to poetic licence. The main practical criticism of Translations is structural. The play does not have an ending, it just stops. There has been the heavy hint of the murder of an English officer. The military is about to exact its revenge, first on the animals, next on the people. Then Hugh, head of the hedge school, begins a long speech about what came out of Troy: Urbs antiqua fuit. The curtain falls or, in the case of the Donmar

Warehouse, out go the lights.
I suspect that this is Friel deliberately running away from the political tension he has built up. The best parts of Translations are not about imperialism, but rather slow changes over time, especially in relation to language: that includes local place names, which the English want to

Nor is the play particularly anti-British. Some of the young Irish actually want to learn English, if only for emigration to America. The more educated Irish can speak English anyway; it is just that they regard Ovid in English translation as sounding plebeian. Yet while the play has its

defects, it has some marvellous

speare in allowing a young English officer to communicate with an Irish girl in spite of the language barrier. "Say anything at all," says Zara Turner's Maire, "I love the sound of your speech." Tony Rohr's Homer-loving layabout believes in his cups that he has received a proposal of marriage from Pallas Athene and is seeing her father, Zeus, tomorrow. More seriously, Norman Rod-

way's Hugh goes into a dis-course about endogamy or marrying within the tribe. He gives the word in Greek. It is a mild relief that he appears to accept exogamy - marrying outside the tribe - as well, but clearly it is the exception not the rule. Until Friel backs away, the message is that it is dangerous to truck with the English - almost, in other words, "Troops Out!"

The refurbished Donmar Warehouse is setting high standards. Translations is

directed by Sam Mendes and there is an austere, wet hay-smelling set by Johan Engels. It fits the barren atmosphere, the only child mentioned in the play dies in infancy. Donmar Warehouse, London

WC2. 071-867-1150 Malcolm Rutherford

### (Philips

PIANO AUCTION Phillips, the Auctioneers, are now accepting entries for the next piano sale, to be held on Monday 19 July 1993. Closing date for entries: 28 June 1993.

Steinway, Bechstein, Bosendorfer, Bluthner and all quality pianos sought. Enquiries: Richard Reason Tel: (0462) 450367 10 Yalem Road, Rayestater, W2 (15) Feb (1571) 129 9000

#### WANTED TO BUY

18th, 19th & 20th Century Paintings. Too Prices Paid, Prompt Decision. Discretion Assured. Cash Settlement. Paul Langham & Associates 13 Spackeltergaass, L1670 Luxembourg Tel/Fax: 00 352 348738

I had to sell my fiddle. ARTHRITIS GOT THE BETTER OF ME PENSION. WHAT PENSION? **Fugue for** forgotten musicians.

Money is often the theme of many professional musicians' womies. The problem could be solved by the Musicians Benevolent Fund.

For nearly 70 years we have been helping needy musicians and their families, supporting them through difficult times in their careers and giving money and advice.

If you enjoy music, please don't forget those who have made that enjoyment possible. Please send a donation, large or small, to:

MUSICIANS BENEVOLENT FUND PATRON HM THE QUEEN 16 QCLE STREET, LONDON W1P 7LG.

## Elder takes his bow at ENO

HE CHAPTER is coming to its close. Two Saturday's hence, Mark Elder will conduct Verdi's Macbeth - the final performance of the current English National Opera season and under the current company troika. Thereafter Peter Jonas moves to the Intendant's chair of the Bavarian State Opera in Munich. while both David Pountney, ENO Director of Productions, and Elder, Music Director, take up the freelance life. Typically for a conductor

whose work has always blazed with energy, commitment and a sense of purpose, Elder is not letting himself out of the job gently - his final month at the Coliseum in London has been filled with nights on the podium. Typically, too, those nights have not been splashy. Neither Macbeth nor Inquest of Love - the specially commissioned Jonathan Harvey opera of which Elder last week led the superbly confident premiere - exactly counts as a conductor's show-off opera, even if each requires every last ounce of masterly authority in their musical direction. Indeed, in his Coliseum office, Elder pronounced the Harvey "one of the very hardest things I've

I had gone there to cull his thoughts about the past decade at the ENO - during which time the company became one of the most exciting in the world, a company with "attitude", where opera was put on in a spirit of innovative sometimes provocative exuberance. and always - the key quality theatrical engagement.

Elder is the Old Boy of the triumvirate. He had joined the company in 1974, and in December 1979 succeeded Charles Groves as music director - Pountney took over from Colin Graham (as director of productions) only in 1982, and Jonas from Lord Harewood (as artistic administrator) in 1985. He had known both Pountney and Jonas for a long time (Elder played bassoon and Pountney trumpet in the National Youth Orchestra and later did opera together at Cambridge: Elder and Jonas both worked at Glyndebourne in the late 1960s).

The force of will to bring these compagnons de guerre to the Coliseum is, one senses, a quality Elder possesses in abundance. What happened there - the invention of what he once defined as "a contemporary house of entertainment, a questioning, exploratory and youthful British opera company" - was no single person's achievement. Yet Elder's share in it needs just that bit of extra underlining - above all because musical standards at

> Max Loppert pays tribute to the end of an operatic era

the Coliseum have risen so remarkably high over the last decade, so that even on those occasions when the production style seemed devised to drive traditionalists mad, the inspired quality of music-making could hardly be denied. How had that happened?

"in a gradual and sometimes painful way I had to try and set everybody's sights a bit higher. Some people relish the challenge, and rise with it, and do better than they've done, and feel better about them selves as a result; others cannot keep up with the pace, and so you make changes of personnel, which are painful.

"One of the things that's been most encouraging and inspiring for me is to feel the company something like a liner moving away from the dock. You feel it gradually starting to happen. Throughout the period there have been crucial moments that pushed us forward in a sudden jump such as the arrival of certain kev players in the orchestra. Gradually during the 1980s, as London began to lose its position as the freelance capital of the world, opportunities for session-playing diminished - with the result, for ENO, that vacancies in the orchestra were answered by a much higher grade of applicant.

Thirteen years ago, one of the things I most wanted was a sense that every night there would still be a good standard of orchestral playing - which I didn't always feel to be the case in the 1970s. All of this is very difficult to do without incurring a certain dissatisfaction in the house. But I kept telling myself that any dissatisfactions we might be having now are better than those I felt in earlier days.'

The vision of opera-as-the tre that unfolded during the 1980s was, as much as anything else, his response to such dissatisfactions. "When I joined the company, in 1974, I had already worked at Glynde bourne and Covent Garden and for the Australian Opera: three incredibly different companies. Right from my very first experiences I watched bow things were done well, or not, and who was setting the standards.

"After I started at the Collseum. I then had five-and-ahalf years of watching the company at work, and being frus-trated. Above all, the type of theatrical experience that the work offered was, I thought, not often enough vivid, acute and involving. The attitude seemed to be that the staging should never impinge.

"I just *knew* there was some thing more total that could happen. I had acted at school and university. I was gripped by theatre. Seeing such things as the Brook Lear was a revelation. In the opera house, apart from such occasional things as the Koltal designs for the ENO Ring, I never felt that design was an essential element of the theatrical experience.

"At Cambridge I had come alive to the dynamic power of dramatic music. But in 1976 I worked with Joschim Herz (the producer from former East Germanyl and Jo Barstow on Salome at the Coliseum. We'd never seen anything so con-



Nark Elder: a conductor who bigged with energy, summately organised, with such theatrical integrity and unity. The way Herz worked the singers was infuriating he is very dictatorial - but

never at the expense of the singers' individuality: many of them showed a new concentration. I suddenly thought, We need more of this!". In the 1980s, "more of this" was what we started to get:

productions by Pountney,

Herz, Harry Kupfer, Graham Vick, Nicholas Hytner, and most enraging to traditionalists - the American David Aiden, all demanding a new openness from audiences, and spurring performers to give their utmost. "The outstanding example of that was Alden's Mazeppa, in 1985. The '70s were full of producers who said. 'You lift your spear here!' Anathema to me: that's completely anti-music. What was so great about David was his way of listening to the music, but trying to cajole the singers

N LAST week's Feedback,

Chris Dunkley was told

that Radio 4's Book at

Bedtime could be so stir-

into finding the scale for themselves. They all loathed having

like possessed gods."

One of the points sometimes raised against the Elder-Pountney-Jonas regime was its apparent favouring of the repertory margins, and corresponding neglect of 18th century composers other than Mozart, or bel canto operas (of which Elder, unlike Pountney. is actually a devotee) other than those by Rossini. Did Elder accept the criticism? "We all bring certain enthusiasms. George Harewood certainly had his: I know he was sorry I was rather dismissive of a certain type of French opera. That

to do that, but they performed

hasty and arrogant. "You're right: there were some types of opera we could have been persuaded to think were part of our responsibility to the public; but we wanted to be more robust, to say - this is a big theatre in the middle of

Radio/B A Young

Rousing tales

scenes moved to underscore

the order of events, lines read

with intelligence if not much

may have been me being too

London, and we want to make a lively experience for the public, give them something col-ourful, full of zest and attack and balls, if you like.

"But I failed to get this bel canto idea across only because there were so many other enthusiasms. OK, I didn't get my Linda di Chamounix, even a nice Lucia or Elisir, but I gave those up so we could do Janácek, Busoni, more Verdi. It was a question of balance. One reason it will be interesting for the company to have new leadership is that the balance will be re-set, the decisions will be made with different enthusiasms

Does he want to lead another company, one day? "Yes, I think so. I believe in company life. There are still certain pieces I've never done, and others I haven't done enough. When it is good, it seems better than anything else. That won't change for me."

# A Cave full of treasures

The Cave is Steve Reich and Beryl Korot's ambitious, technologically dazzling, theatre piece: three hours of music, video images and computer graphics which gnaw away at our received definitions of what theatre, opera or music theatre ought to be. It received its first performance a month ago in Vienna, moved on to Berlin and then for the first week of the Holland Festival to Amsterdam, where it was presented in the wonderfully flexible space of the Goederenbeurszaal in the old stock exchange building. In August it moves to London for a season at the Royal Festival Hall.

The Cave is an exploration of Reich and Korot's Jewish heritage, or more precisely the way in which part of that heritage, the story of Abraham and Sarah and their sons Isaac and Ishmael, is retained and shared in the memories of present-day Israelis, Palestinians and New Yorkers. The basis of each of the three acts is a set of video interviews with prominent citizens in West and East Jerusalem, and in New York; the images and the speech provide the starting point for both Reich's music and Korot's visual collages, as details of both are taken up and used as the jumping-off points for detailed development.

Both sets of processes are fascinatingly worked out, and neatly complementary; as the talking heads are projected on to one or more of the five video screens that dominate the set" for The Cave, decorative details from the images may be shown alongside them or computer-generated texts reeled off in parallel in French, German, English or Arabic. Meanwhile the performers - four singers and the 13 instrumentalists of the Steve Reich Ensemble (conducted by Paul Hillier) - take up words, phrases, speech rhythms or pitch collections from the video voices and weave around them commentary and accompaniment.

The music produced is characteristic of recent Reich: Different Trains, the string quartet he wrote for the Kronos Quartet and which also used archive interviews, is the most obvious point of reference. The score is muscular, intricately worked, carefully judged. Each of the first two acts kicks off from the respective Jewish and Islamic responses to a set of questions that begins with Who is Abraham?" and "Who is Sarah?". "Abraham for me is interviewee; "Ibrahim was netther Jew nor Christian, but a Muslim" asserts a Palestinian in the second act.

Both sets of responses are underpinned by the sound of the string quartet, though

when in both codas the focus changes and the screens offer a travelogue showing Jerusalem and Hebron today, keyboards begin to colour the sound world. The third act is altogether tighter and more colourful as the American responses set up all kinds of allusions -"Abrabam Lincoln High School, high on the hill midst sand and sea, that's as far's trace Abraham", admits Richard Serra. The whole ensemble is brought in, and the musical climax is reached with a retelling of the story of Ahraham and Isaac, when the music darkens and becomes overtly expressive. The ending is abrupt, matter of fact.

Reich and Korot have invented a richly woven tapestry, novel in its presentation, delicately balanced in the issues it raises. There are no overt political messages, but the historical undertow is inevitable in the first two acts -"The Cave" of the title is the place in which Abraham and the patriarchs are reputed to be buried; it is now the site of a mosque. And the sense of the US as hermetically sealed, cut off from that bundle of racial and religious issues half way across the world, is tallingly conveyed in the third.

100

IN AMERICA

gaster for

42...-7

Q156

<u> 18</u> 4 18 17 18

Carried Service

grande ge-

Life to many

12 C. T. T. C.

Million House

 $\{\underline{x}: x_i = x_i = x_1, \dots$ 

مرياه وجواهها فقاره

Marian Commercia

App. Street, Street, or other parties.

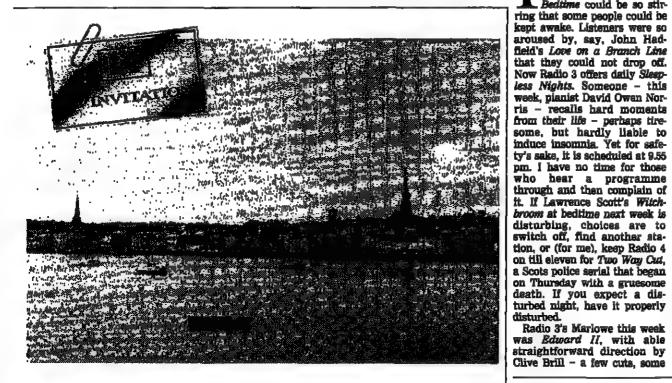
This september

The third act, indeed, just over half an hour long, is a bracing and thrilling creation, fast-paced and full of wonderful visual and musical invention. The first two acts. though, are too long, especially the opening one, which takes 85 minutes to lay down the biblical background, and set up the compositional techniques. With insufficient contrast approach between Acts 1 and only (only!) the change of religious emphasis, the cumulative musical impression is too diffuse; the audience has cottoned on to the use of the video images and the computer keyboards rapping out text.

Yet so much about the concept of The Cope is thoughtful and fresh that one almost forgives its longueurs. Reich has sought out a genuinely new synthesis of sound and image. By the third act he and Korot are making it work, and that final half an hour more than justifies his faith and the audience's patience.

Performances of The Cave at the Royal Festival Hall, London run from August 18 to 23. Andrew Clements

Chess No 978: 1 Qg8 (threat 2 Ke5) cxd4 2 Kd6, or Kxd4 2 Qg4.



#### **WEXFORD FESTIVAL OPERA** in the company of the Financial Times

In a Financial Times review we described the Wexford Festival thus: "This remains one of the world's most remarkable festivals - genuinely festive on stage and off . . . . . with the combination of unquenchable enthusiasm and sometimes quite thrilling theatrical expertise." (ET 18th May 1991)

The Festival's objectives are firm and clear - to present unjustly neglected or rarely seen work to the highest international standards and to seek out new and exciting young talent. This October three productions will be performed: Tchaikovsky's Cherevichki, Paisiello's Barbiere di Siviglia, and Herold's Zampa. All are included in our FT Invitation over the last weekend of the month, together with forty other events on the official programme, and many more on the fringe. Together they create the unique festival atmosphere of the small town of Wexford.

We have arranged with Acr Lingus to fly FT readers from any airport served by the airline direct to Dublin, from where we will arrange to take you either by coach, or in your own hire car, to Wexford. There rooms have been reserved at White's Hotel (a few minutes walk from the opera house) for the duration of our suggested four day itinerary, though arrangements can, where possible, be adjusted to fit in with your plans, and required departure airport.

Though we have reserved only a limited number of seats, we anticipate that demand for this FT Invitation, which will include a number of unique features, will be high, so please complete the coupon now, to receive further details.

Suggested Itinerary Friday 29th October Depart Heathrowe with Act Lingus at 9.55am. Arrive

Dublin at 11.05am. Coach to Wexford Evening performance of Cherevichki followed by supper. Evening performance of 11 Barbiere di Siviglia preceded

by dinner. Sunday 31st October Evening performance of Zampa preceded by dinner. Monday 1st November Depart Dublin 1.15pm. Arrive at Heathrow 2.25pm.

Price includes scheduled air travel by Aer Lingus from Heathrow, coach transfers, bunch on outward transfer, half board accommodation at Whites Hotel (based on sharing a (win room with shower and wc.) and opera tickets for three performances.

Single room supplement £75.

Hite car available from Dublin airport for a supplem £120 per couple. 'Alternative flights (times, dates or departure airport) can

be quoted on request. All elements of this Invitation are subject to availability; earlier Festival dates may also be This tour is organised on behalf of the Financial Times by J.M.B. Travel Consultants Limited, specialists in opera tours.

Addresses supplied by readers in response to this invitation will

The Financial Times Ltd, which is registered under the Data Protection Act 1984. To: Nizel Pullman, Financial Times, Number One Southwark

Bridge, London SEI 9HL Fax: 071-873 3078. Please send me full details of the FT Invitation to Wexford ( wish to fly from Heathrow or .

(Please state alternative airus

#### Radio 3's Marlowe this week was Edward II, with able straightforward direction by

devotion to character. For the National in 1968 Olivier preferred a version by Brecht; few of us went along with that. The plot tells of the peers' revolt against gay King Edward II (Robert Glennister)

field's Love on a Branch Line that they could not drop off. Now Radio 3 offers daily Sleepless Nights. Someone - this for frolicking with his boyweek, pianist David Owen Norfriend Gaveston (Robert Patterris - recalls hard moments son) instead of ruling his counsome, but hardly liable to Mortimer (Steve Hodson), induce insomnia. Yet for safewhom the King suspects of lovty's sake, it is scheduled at 9.55 ing his Queen, Isabelle (Adjoa om. I have no time for those Andon) - though she, in fact, who hear a programme through and then complain of stave so loval to her husband that when their son 15-year-old it. If Lawrence Scott's Witch-Edward III succeeds (Monty broom at bedtime next week is Allen, rather good), he has to disturbing, choices are to switch off, find another stasend her to the Tower. Gaveston, captured by Mortimer and tion, or (for me), keep Radio 4 executed, is replaced in the on till eleven for Two Way Cut, King's affection by Young a Scots police serial that began Spenser, no luckier. The rebel on Thursday with a gruesome lords win and Edward is murdered in the horrible way we death. If you expect a disturbed night, have it properly

know about: Clive Brill gave us a long scream, horrible enough. The play is reckoned an influence in Shakespeare's Richard II. Shakespeare never heard Brecht, nor Colin Haydn Evans. Evans's play *Gaueston* (Radio 4, Monday) has a new idea about Gaveston. Marlowe's lot make him "a Frenchman"; Brecht, an Irish butcher's son; Evans reverts to France - the son of Arnaud de Gaveston. A secret faith infects 14th-century Britain, holding that top folk are to be secrificed for the people's good, as in the case of Jesus, Lancaster. Warwick and the Archbishop cult, and Gaveston, exiled by the King, is chosen to enact their "Calvary". He is ritually slain on a northern hillside on Midsummer Day, his robed executioner one Robin of Barneside, known as Robin of the Hood. I didn't believe a word of it. No "mighty lines", either. I caught all I could of Test Match Special on Radio 5 and

Radio 3, and fairly exciting it was, thanks to the players more than the comme Yet I thought the scenes after the game's end, with sponsors' cheques, champagne momenta. and men of the match, were unendurably squalid. This is not cricket, not as I grew up

### Poetry

### St Lucia finds a voice

HE TINY, volatile Caribbean island of St Lucia is a paradise of sorts, and Derek Walcott, this year's Nobel Laureate, is its most celebrated son. Walcott is most famous for his poetry, less famous for his plays and least famous of all for his paintings, though his painterly skills - as an observer of the abundance of natural life on the island, for example - are everywhere evident in the poetry.

By a happy coincidence, Wal-cott's reading from his epiclength poem Omeros at the Purcell Room in London this week coincided with the first nublication of his Nobel Lecture, The Antilles Fragments of Epic Memory. A theme com-mon to both is the question of the status of the Caribbean and

its indigenous culture.

To the Victorian traveller, the Caribbean was an illegitimate, rootless place. "There are no people there," said Froude, " - in the true sense of the word." And even in our own day, a common Western attitude, no less patronising, has been one of elegaic pathos. It is a culture fit to be wept over - but not one to be taken too seriously. One of the most important consequences of Walcott's Nobel Prize is that it has given a legitimacy to Caribbean writing that many thought it lacked. Walcott's 350 page narrative and characters. In his reading he chose to concentrate on an under-explored thematic inlet: the characters and pre-occupations of Major Dennis Plunkett and his Irish-born wife Maud, a childless couple who settle on the island after the second world war.

The Englishman Plunkett is a study in post-Imperialist disease. A veteran of Monty's African campaign, he has grown accustomed to playing the officer's pitch - all grit in the throat. The couple have retired to St Lucia because it is a place "where history cannot happen". (History, of course, disagrees.) They exchange the pastoral caim of rural England for the "loud-mouthed forests on their illiterate heights", and the problems and challenges of a society that has survived its French and English colonisers.

Walcott squats on a high stool for the reading, as if pre-paring himself, like Plunkett, for the first drink of the evening. He looksmuch younger than his 60-odd years. There is something imperious about the lordly nod he gives the audience in return for their tumultuous reception of his presence. This is the fourth time he has read from Omeros to a large London audience, and his lulling baritone sounds curiously disengaged for most of the 150-odd minutes that he reads - until he reaches the

final section of the poem, an account of Maud's death, which includes a marvellous mock-Imperial flourish: "She was his orb and sceptre, / the shire of his peace."

This is followed by a catalogue of the detritus of Empire. all mimosa memories, ostrichplumed Viceroys and feltfooted houseboys. The shock of colliding with such marvellous poetry shakes Walcott into vigorous life in the closing minutes. And next time he comes he will perhaps read from something different...

What is the opposite of a Derek Walcott? Try Roger McGough. McGough, most companionable of the Mersey Poets, raced through a dozen jaunty family favourites in London last week. McGough's poems are not so much a plundering of the word hoard as the springing open of a delectable box of tricks - all puns, word play and happy chorus lines. An evening of Liverpudlian verve and patter of this kind even makes you wonder whether poetry might not be a participation sport after all. For all his virtues, Walcott never made it sound easy.

The Antilles: Fragments of Epic Memory. The Nobel Lecture. Derek Walcott. Faber, 32 pages. £2.99

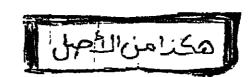
Michael Glover

## Beijing's finest point £: is right in its centre. 4.1 NUMBER THE EXPERIENCE

Telephone (86) I 512 8894 Fax (86) I 512 9050

The Peninsula Hong Kong • Manila • New York • Reverly Hills

The Palace Hotel Belging • The Nowloom Hotel Hong Kung.



#### TELEVISION

#### BBC<sub>1</sub>

7.00 Ceetax Pages. 7.25 News. 7.30 Pincochio. 7.50 The All-New Popeye Show. 8.10 The Girl from Tomprow. 8.35 Poisworth and Co. 9.00 Parallel 9. Trooping the Colour.

12.15 Grandstand. Introduced by Steve Rider. Including 12.25 Racing: Pre-view of the forthcoming week of action at Ascot. 12.35 Motor Sport-Round five of the British Touring Car Championship from Outon Park. 1.00 News. 1.05 Tennis: The Stella Artols Championships, The men's first semi-final from Queen's Club, London. 3.00 Athletics: British Championships. Olympic gold med-alists Unford Christie and Sally Gunnell are among those competing at Crystal Palace. 4.00 Swimming and Athletics: Action from the National Championships at Shefflel and further coverage of the British Championships from Crystel Palace,

5.25 Regional News and Sport. 5.20 Cartoov.

5.40 Jim's Fix It Jimmy Savile makes dreams come true. e.15 The Mein Event. The Ambelor fam-ily from Berkstire take on the Outi-viers from Edinburgh. Game show, hosted by Chris Terrent.

7.05 The House of Ellott. Bestrice resolves to expand the business while her sister works for Maison Gilles in Paris. An offer of help from an old flame of Jack's has bittersweet consequences, and the con-stant friction between Titly and Florence becomes actively disrup-tive. Stella Gonet and Louise Lom-

8.00 Open All Hours. Granville convinces

his miserly uncle to buy a delivery van. Comedy, starting Ronnie Berker and David Jason. 8.30 Birds of a Feather. Sharon and

Tracey uncover a family secret while searching for antiques in the attic. ch. Alan and Sarah con-9.00 Westber front their past, and Hugo alme to solve his financial crisis by selling the family home. In finds romance at a senior citizens' dence - much to the annoyance of her alster. Ster ring Deborah Grant, Oliver Cotton, 53ns Dore and Devid Horowitch. 9.50 News and Sport; Weather. 16.10 That's Life!

10.50 Film; Attack Force Z. World War Two commandoes set out to resoue the survivors of a plane crash on a Japanese-held island. Taut drams, starring Mei Gibeon (1981).

BBC1

7.00 Ceetex Pages, 7.30 Wizbang, 7.40 Charles Chait, 7.56 Playdays, 8.15 Bresidast with Frost, 8.15 in Touch with Healing, 9.30 This is the Day, 10.00 See Heart 10.30 France Pancrams, 10.45

. 11.00 Work in a Pour Letter Wo

culinary delights of Limousin and

12.20 West 12.25 Closs.

1.12

#### BBC2

8.40 Open University.

3.00 Firm: Madeleine. Mystery chema, staming Ann Todd as a woman accused of murdering her husband. Directed by David Lean, and also starring Leslie Banks, Bizabeth Sal-lars, Ivor Barnard and Norman

Woodland (194 4.60 Tennis: The Stella Artois Championships. Barry Davies introduces semi-final action from Queen's Club, London. The French Open showed how strong men's tennis is. On grees, the sport has a different group of stars, and former Wimble-don champions Borls Becker and Stefan Edberg should still be in the running at this stage of the tourna-ment. Commentary by John Berrett, Mark Cox and David Mercer.

6.26 Scrutiny. The work of the partie-

6.60 News and Sport; Weather. 7.05 Trooping the Colour Highlights.
Coverage of this morning's military
spectacia in London to celebrate the
Queen's official birthday. Julian Tutt escribes the scene.

8.15 My War Years: Arnoid Schoen-berg. A profile of one of the most controversial and influential compo ers of the 20th century, incorporating archive footage and interviews with his friends and rivals. Between 1904 and 1923, the Austrian-born Schoenberg enraged audiences and critics alike with his revolutionary method of composition, but the intensity of attacks on his work could not stem the flow of his genius. Including performences by the Ensemble Intercontemporaln, London Symphony Orchestra, Pierre Boulez, and Michael Tilson Thomas. Schoenberg's Transfigured Night schoenberg's Transfigured Night performed by the Brodsky String Sextet and the Basie Symphomy Orchestra is to be shown ternorrow

on BBC2 at 7.40pm. The Second Hammat A New Gen-eration. Edgar Reitz's masterpiece continues. Clarissa returns to Ger-many, unaware that Hermann is now a father. Fraulen Cephal plans to travel the world after inheriting her father's forkune. (English subtities).

11.40 Film: Touch of Evil. Atmospheric drama set on the US-Mexico border. Orson Welles directs and stars with Chanton Heston and Madena Districh and Zsa Zsa Gabor. Famous for the long, bravura, opening

SATURDAY LWT

6.00 GMTV, 9.25 Rugby: The Lions Tour. 11.30 The TIV Chert Show. 12.30 pm Movies, Movies, Movies.

1.00 ITN News; Weather. 1.05 London Today; Weather. 1.10 Wanted, Dead or Alive. Josh (Steve McQueen) protects a helpless fugi-

1.60 WCW Worldwide Wresting, Action in the canvas ring.
2.30 international Schoolboy Football. England v Germany. Live action as the under-15 teams play at Wem-bley Stadium. Introduced by Ism St

John, with commentary by John Helm and reports by Gabriel Clarke. 4.45 ITN News; Weather, 5.00 London Today and Sport;

5.10 Film: The Trial of the incredible Hulk. The green giant joins forces with the superhero Daredevil to defeat a victous gengland leader. Fantasy adventure, starring Bill Bloby and Lou Ferrigno and Res, Smith (TVM 1989).

Stars in Their Eyes. Matthew Kelly Introduces five singers posing as their showbiz idols — Billy idol, Heny Cornick Jrv. Tarmy Wynette, Roy Odison and Lake Orbison and Luku.

7.30 The Brian Contey Show. Comedy with the award-winning entertainer. 8.00 The Bill DS Greig and WPc Croft

tace an intriguing mystery.
8.30 London's Burning. Josie passes seem and is promoted – but how exam and is promoted — but now will her male colleagues react when she takes charge on the training ground? Hallam anxiously awaits the results of his disciplinary trial, while Tony discovers the loys of father-hood. Firefighting drama, starring Katharine Rogers, Seen Blowers and Treva Etlenne

9,30 Film: The Tail Gay, An American exter living in London, who is forced to work as the straight man to a sadiatic correction, becomes obsessed with a local nurse. Comedy, starring Jeff Goldblum, Emma Thompson and Rowan Atkinson. Directed by Mel Smith (1969).

11,15 ITN News, Weather, 11.35 The Good Sex Guide, Margi Clarke investigates the techniques of prolanged lovernaking.

12.05 201 CMA. 1.05 The Rig E. 2.05 Get Stuffed; ITN News Headings 2.19 Backettell; ITN Hours Headings

3.10 New Music. 4.10 Rock Sport

4.30 BPM.; Night Shift.

#### CHANNEL4

6.00 Emly Morning. 10.00 Trans World Sport, 11.00 Gazetta Footooli Italia. 12.00 Sign On, 12.00 pm Kasak, (English subsides).

1,00 Film: The Rains of Ranchic sionale drame, starring Lana Turner and Richard Burnon as il-fatur lov-ers whose affeir is threatened by natural disaster, With Fred MacMur-ray and Joan Cauffeld (1985). 2.85 Racing from York, introduced by

John Francome. Including the 3.15 Queen Mother's Cup, 3.45 William Hill Trophy (H\*Cep), 4.15 Deniel Prenn Royal Yorkshire Stakes, and the 4.45 Crawley Warren Handicap. Commentary by Graham Goode, Rateigh Gilbert, Jim McGrath and John McCririck

okside.; News, 6.30 Right to Reply.
7.00 Women Have No Country. What ican nationalism offer women now that the struggles in Eastern Europe have pushed the subject to the top of the political agende? The pro-gramme examines the lives and di-fering degrees of independence enjoyed by women in Latvia, Spain's Besque region, Ireland and Weles to

answer the question. 8.00 Best of Cutting Edge. Wirning the pools is a dream of millions which, once achieved, frequently fails to live up to expectations. The pro-gramme examines the mixed emotions experienced by three winners as they adjust to their newly

9.60 The Belderbecke Connection, Jill tries to convince her an-humband lodger. To complicate matters fur-ther, Ivan returns to reveal he's not a retugee, after all. The third part of Alan Plater's repeated comedy

drame, starring James Bolam, I bara Flynn and Eamon Boland. Chance. Rebecce ments the man of her dreams — a plumber who comes to repair the taps in the ber. Mean-while, Sam goes to group therapy after Rebecce and Carls refuse his marriage proposals. Tom Barenger guest stars in the ponultimale api-sode of the comedy. Film: Danzon, A middle-eged

Madean woman's hum for her miss ing dancing partner becomes a journey of self-discovery, Drama, starring Maria Rojo, Cermen Salines Blanca Guerra and Tito Vissconce as. (English subti 12.25 Hollywood Mayericks.

CHANNEL4

1.15 Film: The Winelow Boy. The inther of a sharred Navy cadet sets out to restore his son's reputation. Drame, starring Robert Donat, Marquest Leighton and Cedric Hardwicke

New Orleans, one of America's wild-est celebrations.

looking a component parts of an

1.55 Poor Man's Orange. 2.55 Close.

#### REGIONS

. . . . .

ITY HUMONS AS LONDON EXCEPT AT THE POLLOWING THEOD-ANGLIA:

AUGUAN: Anglia Nomes. 1.10 Moneter Trucks - Recing to the Finish. 1.50 WCW Worldwide Westling. 5.00 Anglia Nows and Sport 11.30 Anglia Westher.

1.05 Border News, 1.19 Stantmasters, 2.00 Mgal Manaeli's IndyCar '83, 2.30 Spanish Goals Extra-2.45 International Schoolboy Football, 5.00 Border Name and Weather CHITRAL:

1.05 Central News 1.10 Nigot Mansal's IndyCar 153. 2.10 Centron Time. 6.00 Central News 11.30 Local Weather. CHANNEL: 12.30 The Munsters Today. 1.35 Channel Diary. 1.50 Nigel Mansel's IndyCar '93. 1.40 Advanturs. 1.50 WCW Workshide Wrestling. 5.00 Channel News. 5.06 Puffin's Platigos.

GRAMEPANE
12.30 Teleflos. 1.05 Grumpian Hunclines 1.10 Movies. Movies. Movies. 1.40 Tornas Tobsech 'S A Charaldean. 1.50 Police News. 1.55 Adventure. 5.00 Grampian Headlines 5.05 Grampian News Heview. 11.30 Grampian Weather.

GRANADA 1.05 Granada News 1.10 Sturmmeters. 2.00 Nigal Manaedi's IndyCar 93. 2.30 Spanish Goals Extra. 2.45 International Schoolboy Football. 5.00 Gran-ade News 1.05 Cartoon Time.

HTT: 1.05 HTV Name, 1.10 Nigel Mensell's IndyCar '93, 1.40 Like Fether Like Son, 5.00 HTV Name, 5.05 Ficel Rumer, 11.20 HTV Wester, HITY Wales on HIV excepts

12.30 The Munders Today. 1.05 Maridian News. 1.10 Nigel Hancell's IndyCer '33. 1.40 Advanture. 1.50 WCW Wartdwide Wrestling. 5.00 Meridian Heims.

SCOTTSIL 1.05 Scotland Today, 1.10 Telefics, 1.40 Starting from Scratch, 2.05 Paint Your Wagon, (1989) 5.00 Scotland Today, 5.05 The Box, 11.30 Scotlah Wasther, 11.35 Scotch and irlsh.

TYPE TREE: 1.05 Type Tees News, 1.10 The 1993 Bramhard International 5.00 Type Tees Saturday

1.05 LTV Live News 1.10 Nigel Mensell's IndyCar 193. 5.00 LTV Live Early Evening News. 6.05 Car-toon, 11.20 LTV Live News

WESTCOUNTRY: 1,95 Westcountry Westend Latest, 1,10 Out of Limits, 1,30 Nigel Mansell's indyCar '93, 5,00 West-country Westcod Latest,

YORKEMERS: 1.05 Calendar News, 1.10 The 1988 Bra International 5.00 Calendar News,

International 5.00 Calendar News.

846 Wales as Channel 4 accepts
7,05 The Lagand of White Ferg. 7.30 Talth Y
Llewod '63. 9.15 Racing: The Morning Line. 10.00
Slot Sadwrn. 32.00 Cynhadiedd Y Bloid Geidwadol.
1,00 Sign On. 1,30 Trans World Sport. 2,30 Holy
Spirits. 6.30 Magic Roundabout. 6,35 Now You're
Talking. 7.00 Newyddion Nos Sadwrn. 7,15 Pasiant
Y Plant. 8,30 Taith Y Llewod '93. 8,46 Europe
Express. 9,36 Sest of Cutting Sidge.

### CHESS

WHEN Bobby Fischer challenged Boris Spassky in 1972, thousands of amateur chess players decided to test their competitive skills. They flocked to weekend congresses, where some discovered an untapped talent for the tournament circuit. Others were defeated but became regular

club, county or postal players. Weekend chess in 1972 required stamina. There were Friday night rounds, three games on Saturdays. 9 am starts and late night finishes. Tournaments in 1993 are more player-friendly, often with all the play on a single day and a maximum one hour per game.

If your competitive instincts are aroused by Kasparov and Short, try a one-day, open-to-all congress. These are staged most weekends in London, and less frequently in other UK centres.

Playing conditions at the Barbican Centre one-day are good, and there is an intriguing mix of opponents. UK No 2 Michael Adams and former British champion Jim Plaskett often compete, as do talented juniors, club players and novices. Entry is £10, with a £100 first prize. The next Barbican event is on Sunday 20 June: for

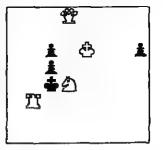
Other regular London one-

details, call 081-448-8569.

Solution Page XXII

days are at Golders Green (next event 19 June: 081-202-0982), Westminster (26 June; 081-595-5881) and the Chess & Bridge Centre (071-388-2404). The British Chess Federation (0424-142500) issues a free calendar of all UK congresses. Some have separate tourna-

ments for weaker players. The best playing style in oneday chess is direct and aggressive, avoiding long games and the uncertainties of a race against the clock. Alertness and quick decision-making are



important. No 1973

White mates in two moves, against any defence (by A Grin). This took me seven minutes; can you do better?

Leonard Barden

#### BRIDGE

TODAY'S hand was played by me some four years ago in a charity pairs event. I am not proud of my performance, but it is an interesting hand and confession is good for the soul:

♠ K 10 4 8 ♥ A Q J 9 8 ♦ K Q W 95 **#** 108762 ♦ 10 9 6 2 • Q 5 AJ854 \$ K 10 9 7 6 **↑** A Q J 7 2 **♥** K 5

🛊 J832 East dealt with North-South vulnerable and, sitting South, I opened with one spade. Not very robust, you say. Agreed, but one cannot afford to pass on such hands. My partner forced with three hearts, i responded with three spades. North introduced the Blackwood four no-trumps. After my five diamonds, North ended the

bidding with six spades.

West began with two of diamonds, dummy's queen was taken by the ace, and East led back a diamond to the king. I pulled the trumps with queen and king, then crossed to my king of hearts, following with the five. I thought of finessing the nine, but I played the knave and East showed out. With no means of escaping a club loser, I went one down.

Bad play, Cotter. You ought to have done some better discovery play. At trick five, after drawing the trumps, I should cash the ace of clubs to advance the play by one trick and help me to get a count of the hand. Now I cross to my heart king and play off two of my three trumps. In the five-card ending, West holds four hearts and the club queen.

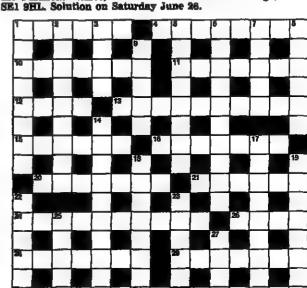
When I play my last spade, West must part with the club queen and the position is an open book. I lead my last heart, finesse dummy's nine and score my slam. That extra thought makes a difference.

E. P. C. Cotter

#### CROSSWORD

No. 8,174 Set by DINMUTZ

A prize of a classic Pelikan Souveran 800 fountain pen, inscribed with the winner's name for the first correct solution opened and five runner-up prizes of £35 Pelikan vouchers. Solutions by Wednesday June 23, marked Crossword 8,174 on the envelope, to the Financial Times, Number One Southwark Bridge, London 521 1912 Solutions



ACROSS 1 Such prisoners would need rifles to

break out (5) 4 Selary ceiling stope the drink! (5,3)

wood....(4)
13 .... neet framework on the way

(5-4) 15 This old hasdache makes me ghastly! (6) 16 Gardener's first sleve is a cookingplate (7) 20 Retreating ing soldlers invite attack (7)

21 Dean, say, of retirement and repose 24 Mad chemist uppet not competible

with his wife? (10) 26 King born in such a low jointi (4) 28 One on a per with enother in Glen-coe, qualifying (7) 29 Sausage exploding stiff? (7) 30 Son at university shalls out money,

but stays (8) 31 Faistaff's ancient firearm (6)

DOWN 1 Perhaps not like other parts of T.E. Brown's garden? (8)

2 Precaution needed when at the end of the berrel (9) 3 Othelio's retirement chamber (4) 5 Their charges are still to be seen (6) 6 Sitting on my father's land? (10) 7 Roofer of a lodge? (5) 8 Pageant, these days, is held in Peel

(5) S Energy of second eleven (5)

14 I alter true version of booklet (10) 17 Prepare for spring? (3,2,4) 18 Mark was in the van, spotted (5)

19 Light ale there splied? (8) 22 Male in hose and women's shifts (8)

12.30 CountryFile. 12.55 Weather for the Week Ahead. 1.00 News. 1.05 On the Record, Political engines.

13,00 A Cook's Tone of France. The

Auvergne.

2.00 EsstEnders.

By about a reprechaum wi bries to retrieve a crock of gold from Armerica, Fred Astern and Panels. Clark star (1988).

3.00 Film: Finian's Rainbow. Musical

5.15 Daily Duck Triple Bit. Cartoon fun. 5.35 Masterchel.

6,10 News. 6.28 Sweet Inspiration. Actress Steph-ania Cole's favourite hymns. 7.00 Personal To, Two couples from London and Glasgow undertake a series of mental and physical chal-

7.50 Film: Perry Mason: The Case of the Stlenced Singer. Raymond Burr as the ace lawyer defends one of his former law students who has been charged with the murder of his rock-star wife. With Barbara Hale, William

(TVM 1990). 9.20 News and Weather. 9.26 Lady Chatterley. Lady Chatterley and gamekeeper Meliors continue to meet and finally succumb to their ssion - but rather then bringing passion - succession only them closer, the moment only means to distance them further.

10.30 Heart of the Matter. In the light of an increase in racial attacks in south-east London, which have led to calls for the British National Parto cast for the broad National views to cast for the broad own, Joan Bakewell weighs the fears of the black community against a political party's right to freedom of

star in the second part of Ken Rue

11.05 Making Time. 11.25 Seabrook's Yest. 12.05 Westher.

12.10 Good

3 =

45 4

#### BBC2

6.15 Open University. 8.16 Thunderoute. 8.30 Johny Briggs. 8.50 The Movie Gerne. 10.15 Pagrats. 16.46 Grange HSI. 11.00 State Peter Onnibus. 17.48 The O Zone. 12.00 Area of Westminster.

12.30 Sunday Grandstand, Introduced by Steve Rider, Including 12.35 Foot-ball: Highlights of the Italian Cup Final from Forne between Rome and Toring, 1.00 Motor sport: Round six of the Formula Three Championship from Silversiona, 1,20 Athlates and Swimming: Action from the British Championships at Crystal Palace and coverage of the National Cham-pionships from Sheffield, where Nick Gillingham and Karen Pickering Termis: Live coverage of the Stella Artois Chempionship final from Queen's Club, London. 4.00 Athle ica: Further action from Crystal Pal-

ace. 6.00 Swimming: More coverage from Sheffield. Times may vary. 7.00 The Money Programme. Financial

7.40 Transfigured Night. Officest presentation of Schoenberg's sextet, based on a poem by Richard Detrnel and set in the waiting room of Sasle railway station. Performed by the Brodsky String Sextet and the Basie Symphony Orchestra, conducted by 8.15 Lawless Youth - Villains or Viotims? Following recent cases of juvenile crime, Jeremy Paomen chairs a special debate from Fel-

them Prison where an audience of offenders, victims and others -

Including police and social workers -discuss how young people can best be taught to respect the law, 9,05 Canadian Grand Prix. Live action from Montreel, with commentary by Murray Walker and James Hunt.

10.85 Moviedrome, Alex Cox introduces two films about imprisonment and 10.40 Film: Escape from Alcetraz. Clint Eastwood stars in this drame based on the true story of a convict's attempt to break out of the notorious high-security prison on Alcatraz Island. With Patrick McGoohen,

Roberts Biossom and Jack Thibeau (1979). 12.30 Film: A Man Escaped. The true alory of a resistance fighter in World War Two France, and his daring bid for freedom after being imprisoned by the Nazis. Drama, starring Fran-cols Leterrier (1956) (English subti-

2.05 Close.

#### LWT 8.00 Early Morning, 9.30 Dennis. 9.45 Filipper. 10.15 The Lone Ranger, 10.46 Land of the Glants. 11.45 Little House on the Prairie. 12.45 pm A Tribute to Margaret Leighton.

6.00 CMTV. 9.2s Hads, 5.50 The New Adversaries of Black Besuly, 10.29 The Littlest Hobo. 10.45 Link. 11.00 Morning Worship. 12.00 Unite Inspira-tion! 12.30 per Crosstatic London Weather.

SUNDAY

1.00 ITN News; Weather. 1.10 Sunday Supplement, Sunday Mirror aditor Colin Myler joins Sowine Curthe to decame the next. 2.00 Highway. New series. Harry Secombe visits the Cotswolds and made Auch as active Mobile Humbs.

2.25 Filte: Pippi Goes on Board. Pippi Longstocking and friends set out to retrieve gold coins which have been stolen by a gang of crooks. Chil-dren's adventure, starring inger Nile-son, Paer Sundberg and Marie Persson (1966).

4.05 Highway to Heaven, Jonathan helps an egotistical actor to appreci-

5.00 The \$64,000 Question. Big-money quiz, hosted by Bob Monkhouse. 5,30 London Tonight; Weather. 5.60 ITN News; Weather. 6.06 US Cup '93 Soccar Tournament Brazil v England. Live coverage from

Washington DC as Graham Taylor's squad takes on Brazil in the special lour-nation competition. ing a high-ranking officer's visit to Aidensfield. Nick investigates the string of thefts — and an illegal abortion - but finds his inquiry hampered by the concerted silence of the local

people. Starring Nick Berry, Marnh Cusack and Derek Fowlds. 9.00 Jesses and Wooster. Bartis in forced to impersonate an African chief to extreme himself from a bangled web of love, blackmail and skulduggery. The ever-resourceful Jeeves is called in to help sort out

Jeeves is censel in at map son our his employer's latest scheme - but will be be able to seve the day? Sterring Hugh Laurie, Stephen Fry and Richard Braine. 10.00 Aspel and Company. With Bob Hoskins, star of Mone Lies and Who Framed Roger Rabbit

10.46 Spitting Image. The 100th edition of the puppet show.

11.15 ITN News; Westher. 11.30 London Weather. 11.35 The South Sank Show. New series.
Profile of celebrated entertainer and actor Dudley Moore.

12.25 US Cup '93 Soccer Tournement, ITH Move Hamilton.

2.35 TXT.; ITN News Headlines.

1.35 One the Music.

#### orchestra. The Christians, Bamber Gascolone traces the origins of Christianity. **8.25 Means State** 5.25 News Summary. 5.30 The Next Big Thing. The band gains nationwide publicity at a press

1.50 Ordental Re-run of the series

5.00 The Real World, Hidden comens follow the aciventures of young peo-ple sharing a New York apartment.

6.30 Press Gang, Colin discovers his headmaster is having an affair. Shown previously on ITV.

7.00 Sound Sort — Ward Mightners. Evis Costallo, Vernon Reid and Keith Richards look at the music of jazz composer Charles Mingus. Ray Devies, lead singer with The Kinka, uses rare archive footage to explore

Mirgus' musical legacy.

8.00 The Long Summer. Alan Bennett acamines why Britain did not follow European styles of architecture after World War One, and visits several unusual creations of the 1670s and 1930s, including high-rise "minimal flats", individual homes and one-off oxnducts such as the Penguin Pool

at London Zoo.

a.30 Streetlegel, Patricia Hewix looks at Britain's legal system.

9.00 Cheers. Diane (Shelley Long) returns to relande her romance with Sam in long-running ber room come

10.25 Films Tin Men. Comedy. Richard Dreyfuss and Dentry DeVito play five unicomes out to make their ective fortunes. Directed by ... Barry Levinson (1987).

12.30 Betwee. Animation. A group of man learn to co-operate when they are set addit in space.

Film: Poulet au Vinaigre, An murder in a small French to ish thriller directed by Claude Chabroi, starring Jean Poinet and Stephane Audran (1980) (English

E40 Close.

### REGIONS

TV REGIORS AS LONDON NAMED AT THE POLLOWING TRANS-

AMOLIA:
9.25 The Care Beers Movie It: A New Generation.
10.05 Cerbon, 12.50 Countrywide, 12.55 Anglin News, 2.55 Carbon Time, 2.40 Giving the Empire a Lift, 3:10 Swimsuit. (TVM 1980) 8.30 Anglis News on Sunday 11.30 Anglis Weether. (1948). 3.25 American Chroniches, Mardi Grea in

CSSTT-42
9.25 The Care Beers Movie II; A New Generation.
10.06 Cartoon. 12.50 Central Newsweet. 12.55
Cantral News 2.95 Take 15. 2.50 Coach. 3.80
WCW Worldwide Wresting. 4.10 Porky Pig. 4.20
Highway to Heaver. 5.15 The \$64,000 Cuestion.
5.45 Central News 10.00 Spitting Image. 10.30
Appel and Company. 11.30 Central Westher.
GERAMSPARE
9.25 The Care Serve Movie II; A New Generation. ABPUI IN CARRY AND A STATE OF THE STATE OF T

outnowy service. 11,46 Link, 12,30 Gardene's Diary, 12,55 Grampian Headlines. 2,35 Feith and Music. 3,05 Challenge of the Sees. 3,30 Stately Secrets. 4,30 Nigel Mansel's IndyCar '93, 5,30 Grampian Headlines 5,35 Elkon. 11,30 Grampian

9.25 Pippi on the Flun. 12.28 What the MPs Bey. 12.55 Granada News 2.35 Faith and Music. 3.05 Granada Action. 2.35 The A-Team. 4.15 Convention Street. 5.15 Strictly Classified. 5.45 Granada News 10.00 Spitting Irrege, 10.30 Aspel and Company.

8.25 Chick. The War Dog. 10.25 Cartoon Time. 12.25 HTV Misses, 12.20 HTV Newscank, 2.25 Landed in Sunday, 2.05 Superstars of Wrestling, 3.05 The Day the Earth Moved. (TVM 1974) 5.15 The 864,000 Queetion. 5.46 HTV News. 11.30 HTV Weether. HTV Wales as NTV except: 12.30 Pleyback, 2.36 Wales on Sunday, 3.96 Bugs

R.S. The Care Suars Movie II: A New Generation. 19,05 Cartoon, 12,30 Meridian Tris: Week, 12,50 Meridian News, 2,35 The Magnificent Two. (1957) 4,20 Like Goes Cn. 5,15 Fit to Win. 5,45 Meridian

**SCOTTIBIL** 825 The Utilizat Hobo. 9.50 Highway to Heaven. 10.45 Wernyss Bay 902101. 11.30 Link. 11.45 The Sunday Service. 12.30 Divine Inspiration! 12.35 Scotland Today. 2.00 Liteboat. 2.30 Faith and Music. 3.00 The A-Team. 3.55 At the Earth's Core.

TYPE TEER: 9.25 Polly, 10.15 The New Advertures of Black Beauty, 12.25 The Littlet Hobo, 12.50 Type Tees News, 2.35 The 1993 Brantern International, 4,05 Like Goes On, 5.30 Type Tees Newsweek, 11.80

MEST COUNTRIES 2.25 The Care Bears Movie II: A New Generatio 10.05 Tweety Pie. 12.30 Westcountry Updat 12.55 Westcountry Westend Latest. 2.35 Panach (TAM 1979) 3.55 Highway to Heaven. 4.46 Bri Encounters. 6.15 The \$64,000 Question. 5.45 Westerments.

\*\*YONECSHIPME:

9.25 Polly, 10.15 The New Adventures of Black
Beauty, 12.25 The Littlest Hobo, 12.50 Celender
Hows, 2.35 The 1983 Bromham International, 4.05
Life Goas On, 5.30 Celender News and Weather

1.15 Goas On So

#### RADIO

BBC RADIO 2 poet Kathleen Raine. 10.30 Musica Viva. Pre Donatoni and Luce 6.00 Barbara Sturgeor 8.05 Brien Matthew. 10.00 Anne Robinson. 11.10 impressions. Brisn Monton introduces new and relasued recordings on CD. 12.30 News. 12.35 Close. BE RADIO 4 D.DD Nowe. 11,00 Singing for a Living. Frederica von Stada. 11.30 Winston in Europe. Part

6.10 The Farming Week. 6.50 Prayer for the Day. 9.00 News. 9.05 Sport on 4. 10.30 (FM) Knowing Me, Knowing You. t0.30 (LW) Trooping the Colour 11.00 (FM) The Week in

11.30 (FM) Europhile. 12.00 (FM) Money Box 12.25 Ukridga. 1,00 Hawa 1.10 Any Question 2.00 Any Answers? 071-560 230 Playhouse. 4.00 You Know It Makes Sense. 4,30 Science Now.

5.00 in the Club.

5.25 Tea Junction

6.00 News and Sports Round-Up.

JAJAY
6.25 Week Ending.
6.50 Home Truths. Lord
Carrington receils his time as secretary general of Nato.
7.20 Kaleticocope.
7.50 Saturday Night at the Movies, Double Indemnity, by Jemes M Cein.
9.20 Music in Mind.
9.50 Ten to Ten.
10.00 News. 10.00 News. 10.15 Trivia Test Match.

three, by Peter Thinlewood. 12.00 News. 12.33 Shipping Forecast. 12.43 (FM) Close. BBC RADIO 5 Edition, 9.30 Get Set. 10.30 Hopelong Caselty. 11.00 Gol 12.00 Sport on 4 Plus 1.

12:30 Sportscall. 1.30 Sport on Five. 5.00 Sports Report. 6.06 Six-O-Six. 7.30 Alropop Working 8.30 Le Top. 9.30 Nightbeat 10.00 Sports Buildin 10.18 The Way Out.

received in western Europe on medium wave 648 kHZ (463m) at these times GMT: 6.00 News, 6.30 Europe Today, 7.00 News, News About Britain, The World Today, 7.30 Meridian, 8.00 Newsdays, 8.30 People and Politics, 9.00 News, Words of Falth, A Jolly Good

Words of Paint, in Joseph Show, 10.00 Mews; Business Report; Worldbriel. 10.30 Personal View. 10.45 Sports. 11.00 News Summary; Printer's Devil; Letter From America. 11.30 BBC English, 11.45 Weekites 9.00 News; Words of Faith; Personal View. 9.30 Meridian. 10.00 Newshour.

HINC HADNO S 7.00 Don Mecleen. 2.05 John Sachs. 10.30 Hayes on Sundey. 12.00 Destry Green. 3.00 Abn Del. 4.80 Radio 2. Carringion. 2.03 Serny Green. 3.00 Abr. Dell. 4.00 Radio 2 Young Musician 1993. 4.30 Sing Something Simple. 5.00 Charles Chester. 7.00 Fichard Beter. 8.30 Sundby Hall Hour. 9.00 Abr. Neith. 10.00 The Aris Programme. 12.05 John Torrett. 3.03 Abr. Lanc.

KING RADIO 3 6.36 Open University: Social Science Foundation Course. 6.65 Wegther. 9.00 News. 9.05 Brian Key's 12,00 Spirit of the Age. 1.00 News, 1.05 Into the Garden, New series, Fra Ronan meets garden writer Christopher Lloyd. 1.26 BBC Scottish Symphony 2.46 Yours String Quartet. 3.30 Tollakovery A.S. Parin Principolic

SUNDAY 11,15 Music in Our Time. Per Norgert, Karolina Erisscottir, Karija Saurisho, Madeleine Izakason, Ligeti. 5.30 Postry Pleasel 6.00 Six O'Clock No on, Liget 6.15 Feedback 6.30 Europhile. 7.00 The Board G ALCO Concordo

6.30 Morning Hea Broken. Bells on Sunday from the Church of St. Peter and St. Paul, Knapton, Norfolk. 7.00 News 7.10 Sunday Papers 7.15 On Your Furm 7.40 Sunday. Religion and views. 8,00 News. 8,10 Sunday Papers. 8.50 The Week's Good Cause. The Royal United Kingdom Beneficant Society - RUKSA.

9.15 Letter from America. 10.15 The Archers. Omnibus. 11.15 Nous Shand 11.30 Pick of the Week. 12.18 Desert Labor Chica. 1.08 The World This Weekend. 2.08 Gardeners' Question Time, 2.30 Classic Striel. Final part of

5.00 Kershaw in Malan

10.00 News. 0.15 New Artisans. 11.00 in Commit 11.30 Seeds of Feith. 12.00 Name. 12.23 Thioping Forecast. 12.43 (FM) Close. 12.43 (LW) As World Service. **BBC RADIO 5** 8.00 World Service. 9.50 The Adventures of Tirtlin.

12.10 Extranon Met 12.40 Open Forum. 1.00 Sunday Sport. 8.00 Open University. 18.00 News and Sport 10.10 Open University. 10.50 Across the Line.

WORLD SERVICE BBC for Europe can be received in western Europe on medium wave 648 kHZ

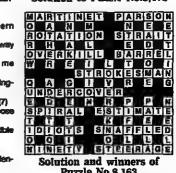
Faith; Classics With Key. 10.00 News; Business Review. 10.15 News; Business Review. 10.15 Short Story: The Umbrella. 10.30 Folk Routes. 10.45 Sports. 11.00 News; Science in Action. 11.38 BBC English. 11.45 News and Press Review in German. 12.00 Newsdesk. 12.30 The Ken Bruce Show; News 1.00 Dates of the Wools. News. 1.00 Play of the Weak A Shaft of Sunlight. 2.00 Newshotz: 3.00 News; Coping With Old Age. 3.30 Aryting Goes. 4.00 News; BBC English. 4.20 News And Features in German. 5.00 News; News About Britain; Modern Monarchs. 5.45 Letter From Monarcha. 5.45 Letter From America. 6.00 BBC English. 6.30 News And Features in German. 8.00 Classic Recordings. 8.30 Europe Today. 9.00 News; Words of Falth: Folk Routes. 9.30 Brain of Briteln. 11.00 News; News About Sittain. 11.15 Short Story: The Umbrelle. 11.30 Letter From America. 11.45 Sports. 12.00 News; Business Review; Classics With Key. 1.00 News; Business Review; Classics With Key. 1.00 News; Ab. 2.45 The Contemporary Virtuoso. 3.00

6.00 Newshour, 7.00 News; News About British; Printer's Davil. 7.30 Jazz For The Asking. 8.00 Newsdesk, 8.30

From Our Own Correspondent; Write On. 9.00 News; Words of

Contemporary Virtuoso, 3.00 Newsdesk, 3.30 Composer Of

(5) 25 Outbuildings in Slough South (5) 27 Wine used in feasting (4) Solution to Puzzle No.8,173 10 State not visited by driver, Montan-12 Window-frame of southern



23 Deed in the middle of dinner-gong?

Puzzle No.8.163



1.00 News. 1.05 Solvelg Kringelborn. 2.40 Harmoniemusik, Mozart 3.00 Leonard Sematein. Ives. Berg, Copland, Certer, Ligeti, 5.00 Jazz Record Re 5.45 Third Opinion, Modern interpretamo Mythology. 6.30 Prince loor, Romdin's

12.00 Hayes on Saturda 1.30 The News Huddline 2.00 Roppie Hilton. 3.00 Steve Race. 4.00 Ted Heath - The Legecy. 5.30 New Country 6.00 John Sachs Prese 7.00 Edmundo Ros. 7.30 The Best of Bro 9.30 David Jacobs.

4.00 Barbara Sturgeon. BBC RADIO 3 6.35 Open University: Arts -The Faust Legend. 6.65 Weather. 7.00 Record Review. JC Bach, Schubert, Nino Rota, Brahms. ntok, Mozart, Beethoven,

10.00 Arts Programent

12.05 Ronnie Hillton.

1.00 John Terrett.

SATURDAY

9.30 Breakaway. 10.00 Postcard from Gothern.

12.15 (LW) Ivor Meets Craig.

10.45 Dot Dot Dash. The development of shorthand.

1243 (LW) As World Service. 6.00 World Service. 6.30 Mark Curry's Weekend

WORLD SERVICE BBC for Europe can be 11.30 BBC English. 11.45
Mittagsmagazin: News in
German. 12.00 Newsdesk.
12.30 Meridien. 1.00 News;
Words of Frith; Multitrack 3.
1,45 Sports. 2.00 Newshout.
3.00 News; Sportsworld. 4.00
News; BBC English. 4.30 Heute
Aduel: News in German. 6.00
News; Sportsworld continued.
6.00 BBC English. 6.30 Heute
Aduel: News in German. 7.05

AUU DESC Engrent 639 Heave Alduelt News in German, 7.05 German Features, 8.00 News Summery, AD, 8.45 From The Weeklies, 9.00 News; Viorits of Faith. Meridian. 10.00 Newshour.
11.00 News; News About.
Britars, Jezz For The Asking.
11.45 Sports. 12.00 News;
Words of Faith; Book Choics; A
Jolly Good Show. 1.00
Newsdesk. 1.30 The Ken Bruce
Snow. 2.00 News Summary.
2.01 Pays of the Week: A Shaft
of Sunlight. 3.00 Newsdesk.
1.30 Modern Monarchs. 4.00
News; News About Britain. 4.15
Sports. 4.30 BBC English. 4.45
News and Press Review in 9.25 Alfreda Hodoson Mer

7.09 Sunday Morning Concert. 5.45 Listening To. Eduard Greig's late plano music. 6.30 Cermina Quertel, Heydin 7.30 Sunday Play. The Tragical History of Dr Fauston, by Christopher Market

INFO HADIO A 9.00 Natural History Programme. 9.30 Special Assign 6.00 Naves 6.10 Prolucts

9.10 Sunday Pages. 11.30 One Day in a Life.

2.30 Cascale comm. Paris per or My Son, My Son, by Howard Spring. 3.00 Sweet and Inspiration. 4.00 Analysis. Should Belgin's company Dosses he more incontracte to their investors?

The Month: Greig. 4.00 News; News About Britain. 4.15 Sports. 4.30 BBC English, 4.45 News And Press Review in

STRONOMICALLY speaking, summer does not arrive in the northern hemisphere until June 22. But in London, you can tell the season has started - less because the capital has briefly basked in sunshine this week than because it is bursting with the

annual invasion of foreign tourists. Britain is the world's fifth most popular holiday destination, but while many of its citizens have the occasional grumble about this phe-nomenon, lew question whether it is a good thing. Spending by overseas visitors brings in more than £7bn a year in foreign earnings. Britons are told. The tourist industry contributes more than £25bn a year to the economy and provides 1.8m jobs. Many of London's theatres, shops and restaurants might close if the tourists stayed away. Yet this is a bogus assessment,

## A social evil called tourism

Richard Tomkins questions the value to Britain of foreign visitors

for it looks at only one side of the equation. A proper analysis would start with the fact that British holidaymakers going abroad spend £3bn a year more than foreign tourists bring in, so the net effect is nega-tive. But even leaving this aside, there are other costs that ought to be shown on the balance sheet.

One example is the cost of maintaining redundant emblems of the national heritage for tourists to gawp at, such as old buildings, oddly-attired soldiers and the royal family. Another is the cost to British taxpayers of providing foreigners with subsidised arts and entertainment, subsidised transport, and public services such as refuse collection and policing. And what figure shall we put on the costs of the traffic congestion caused by hundreds of tourist coaches grinding around the capital each day?

The benefits of tourism meanwhile, are not what they are cracked up to be. Take those 1.8m jobs. Pickpocketing, drug peddling and prostitution aside, most are not only degrading and servile, but extremely badly paid. Certainly in the capital, it is rare to find any cases where tourism provides jobs for the indigenous population. Britsweep up their litter.

As for the theatres, shops and res taurants that would be imperilled if the tourists stayed away, still unexplained is the mystery of how they thrived for so long before the tourists arrived. For theatres, the most obvious effect of tourism has been to reduce diversity by encouraging the proliferation of mindless musicals that foreigners can tap their toes to without needing to understand the words

And what of the tourists them-

ons would sooner beg on the streets than wash other people's dirty bed linen, grill their hamburgers or sweep up their litter.

selves? Do they really derive any pleasure or benefit from watching the changing of the guard at Buckingham Palace, being cheated by the street vendors that prey on them, or eating hamburgers in dif-ferent branches of McDonald's? Not at all: they gain nothing in terms of enlarging their understanding of another culture. They are simply country-spotting, collecting pass-port stamps and snapshots with which to impress their neighbours

once they are back home. In short, the time has come to recognise that if tourism confers any benefits at all, they are far outweighed by the disbenefits. Ideally, it should be abolished: but since freedom of movement is a human right, a more cautious approach

will have to suffice. One possibility would be to start recognising tourism as a social evil, like smoking or drinking, and to forbid activities which promote it. As a first step, all tourist offices would be closed, and the vast sums used to finance them diverted to more productive ends. And as an interim measure towards the prohibition of tourism advertising, legislation would require all tourist advertisements to be accompanied

Democracy was

invented 2,500

years ago in

Athens. Scholar

and diplomat Sir

David Hunt

discusses whether

we have

improved on it

land. "And maybe Andorra",

he added, "though I'm not all

that strong on the medieval

Developing countries today

in Africa for example - though -

they did not practise democ-racy at least claimed to do so.

'Usually they are gange of

crooks, murderers and thieves

who are there simply for the

purpose of taking money from

every source they can find and

putting it into Swiss bank

accounts - and they still call

themselves the People's

Democracy of Whatever-it-may-be. It's the tribute vice

Is our idea of democracy

really the same as the Athe-

nians'? Isn't ours much less

mechanical, much more about

"I really do believe ancient

Greek democracy was libertar-

ian in its ideals. I really do

think the motive behind

democracy was that one man

"Alright, I can think of

was as good as another.

individual liberty?

history of Andorra".

by the warning. "Tourism damages

Planning policies would also change, so that any application that held the possibility of encouraging tourism would be refused. Heavy tourist taxes would be introduced partly to discourage people from indulging in tourism in the first place and partly to ensure that those who persisted in travelling compensated society for the costs of their habit.

The trouble is, all this could prove too controversial for Britain's peleaguered government. There is, however, an alternative. Last time Britain was faced with the threat of an invasion, during the second world war, its citizens stopped talking to strangers and turned all the signposts round so they pointed in the wrong direction. Desperate times call for desperate measures: i is time to resume hostilities.

#### Private View/Christian Tyler

## When every citizen has his shout

ONDON will be treated next week to the spectacle of an Athenian trireme of the Fifth Century BC - the fastest, sleekest wooden warship in history paddling down the river Thames to call on the mother of parliaments at Westminster.

The trireme Olympias has been freighted from Piraeus to provide the climax to a littleremarked anniversary: the Invention of democracy 2.500 years ago in Athens, by Cleisthenes the Alcmaeonid.

As it happens, Olympias is more than a symbol of the technological cunning and maritime imperialism of ancient Attica, more than a symbol of the Greeks' political legacy. She is also a product of British philhellenism.

Until a few years ago most experts said the trireme, a twomasted ramming machine powered by 170 citizen oarsmen arranged in three tiers, was a mechanical impossibility. Then two British scholars, John Morrison, a classics professor, and John Coates, a former chief naval architect at the Ministry of Defence, assembled the evidence, reconstructed the design and persuaded the Greek navy to build it.

The Athenian trireme turned out to be real. But how real was Athenian democracy?

I took the question to Sir David Hunt, a classical scholar and diplomat, a 79-year-old polymath and polyglot who is married, as it happens, to a Greek Cypriot wife.

Sir David trained as an archaeologist and has what is usually called a first-class mind. His retirement hobbies, when he is not devouring books (at present the essays of A E Housman and the plays of Aphra Behn), include reaching the finals of The Times crossword championship and winning - twice - the Mastermind challenge on television.

He got a First at Oxford, naturally, and became a Fellow of Magdalen College. During the second world war he served on General Alexander's staff. Later he was seconded as private secretary to both Clement Attlee and Winston Churchill before becoming high commissioner to Nigeria (during the Biafra War), Uganda, Cyprus and ambassador to Brazil.

His discourse is encyclopse dic and interjected with phrases I had thought extinct, such as "Bless my souli" and "Capitall". But the old-buffer act is a ploy. As they say in clubland, Sir David knows his

He explained how in 508-7 BC Cleisthenes the Alcmaeonid proclaimed the doctrine of isonomia", or equality under the law, and reorganised the voters into 139 constituencies to elect the Committee of Five Hundred (equivalent to the British House of Commons). He left intact the Council of the Areopagus, consisting of former magistrates (like the

ping hard; forging iron in the soul, growing grass on the brain. All right,

they argue now, we never did get love and peace: but at least we tried. We had ideals, we had dreams. If we tilted at the law, we did it with flowers and beautiful intentions.

When we danced to the sound of

breaking glass, we were really

gyrating to hope-heavy vibes. It was all in the cause of a better world, you

see: the youth of today just don't

f have some problems with this. Yeah. I take a kind of griefy view of all that stuff. Including the wretched

parlance of sub-McLuhan communication. My own theory is

that the 1960s are responsible for just

about everything that currently

House of Lords) but all laws proposed by the "parliament" were to be submitted to the ekklesia, the mass meeting of citizens (no women, no slaves) in the market place.

This is the vital difference between Greek and present-day democracy (I shall treat Britain as a perfect democracy)," he said. "One is participatory and the other is representational."

I mentioned the row over Meastricht and public demands for a referendum. Should we hring back the ekklesia? We would not have to go to the

market place. With television we could vote at the touch of a

"The danger is, first, that you put perhaps an oversimplified question to the electorate Second, if people as a whole are consulted you are very liable to get false reactions. If I may refer to Thucydides, that was illustrated by the debate about the revolt of Mytilene in which the demagogue Cleon incited the assembly (in 427 BC) to decide to execute all the males and sell the women into slavery. The next day another

demagogue reversed it and a 'fast trireme' was sent to overtake the first. Voters may be swayed by oversentimental arguments.

Is that worse than being swaved by slogans got up by an advertising agency for the purposes of winning a general "Don't forget that for the

purposes of winning a plebi-scite advertising agencies on both sides will also be inventing slogans," he replied. Sir David regrets the decline of the classical art of rhetoric.

which in Britain he associates with Stanley Baldwin's hatred of the flowery-tongued David Lloyd George. On top of that, television required that a speaker should look good. "In the days of Abraham Lincoln you had to have something, some ideas. Now you make a few cracks thought up by your staff, to last not more than 40

seconds." In ancient Athens, political participation was seen as a civic duty. The problem of backsliders was simply dealt with. On voting days a couple

of slaves would be sent through the agora carrying a rope dyed red and herding the people towards the assembly place. Any citizen found with red on his clothes was fined. Because modern citizens are not permitted to vote between elections, I suggested, their participation was feeble. Should we bring back the red

"No. It may give you some-one hopeless. Balloting may do

was wanted was firm leadership.

Europe . . . . before we beat him. Yes, I agree with you there. But in the end, when it came to the real crunch, the athletic, 'scientific' dictatorships lost."

where he was later murdered. Was Norman Lamont

"I believe the development of parties to be the most important thing in the whole democratic process," Sir David said. "You cannot really carry on a proper discussion of public affairs unless you can get up a debate and you can't get up a debate if everybody is a man of goodwill and agrees with each other. You must get 'em going, you must have debate, and

I asked: doesn't history show

"I think you're exaggerating there," Sir David said. "In Britain you do get a turnout of about 80 per cent, whereas in the US 51 per cent is considered pretty good. Of course in some countries voting is compulsory. I don't think we do too

Another feature of ancient democracies was that certain public officials were chosen by lot. Any merit in that?

too, of course, but at least there is some kind of reason why you've got that one. More often than not it produces outstandingly good results...think of the way the parliamentary system won the last war. We were told so many times by Hitler and Mussolini that democracies were inefficient talking shops and what

And we gave Hitler half of

What about ostracism? Is

that a good device? "Alas, no. They discovered a method of defeating it." In a political trial of strength the two antagonists learnt to collaborate and instructed their sherds (ostraka) with the name of a third party. Thus the prowar demagogue Hyperbolus in 417 BC found himself sandwiched between Alcibiades and Nicias. He was sent to Samos

ostradised? 'Yes, I think he was." Sir David meant that the former chancellor could be seen as the proxy victim of an internal party contest, sacrificed to public (that is, press) opinion. The Athenians had factions

but no real political parties. Was that preferable? therefore you must have par-

that democracy is a rather rare and unnatural thing? "Certainly if you take the

### whole of history from 800 BC Love and peace and (lost) dreams

The Sixties are back - and we've never had it so bad, says Nigel Spivey HE Sixties are in. In and much to one of the decade's groovy again, as the woolly liberal outfit lovingly dusts apologists, who has challenged me to document this slur on her kaftan-clad down its memories of Paris peers. And don't go on about Sir in 1968. They were there: Left Bank Hugh Casson's carbuncles, she said, because the South Bank complex and Right On, hanging loose and trip-

> Well, here is part of my answer: the first entries of an alphabetical catalogue of 1960s catastrophes, duly omitting Hugh Casson and his blocks

You might prefer to think of these two simply as a disastrous aristocratic couple; or as the two most horrible components of one annus horribilis, 1963

eching, Lord. Checking his vignette in Anthony Sampson's Anatomy of Britain, I find Beeching commended for his surgical ruthlessness and hailed as a hero. Poor Anthony Sampson. But the real victims of Beeching's butchery were not the little Welsh stationmasters who had the lobelias swept from their

waiting-room windowboxes, nor the pipe-chewing peasants who boarded at Piddle Magna. They are all those hapless citizens now condemned to circulate these over-crowded, tarmac-laden isles in stinking solipsistic cars.

One day - not far away - when the



64m cars have almost stunk us out of our own habitat, we shall have cause to pore over old Ordnance Survey maps, and tragically reflect that there was once a sane and sociable system of transport in our country. It would not be the first or last time that a civil servant has acted in the

efficiency: but if Beeching was a Sixties hero, then the Sixties are damned for a rotten taste in heroes. Heroes ought to have vision; if Beeching had gazed even ten years beyond his surgical axeing and pruning, he would have known that his reforms were not for the health of

Chatterley, Lady. In spite of his beard, D.H. Lawrence would have been an unhappy man at Woodstock. And anyone who knows their Lawrence will appreciate that the lifting of the Chatterley ban, considered as another typical Sixties event would have been repugnant to the author himself. As a sales stunt by Penguin Books the trial was bad enough. But if Lawrence could see the direct line of descent he spawned, from Lady Chatterley through Oh, Calcutat to Jilly Cooper, I believe he would have chewed up his own

the nation, but its ruin.

manuscript in rage.
The aim of Lady Chatterley was to

get the British to stop sniggering about life below the navel. Its issue in mass paperback did nothing of the sort. Quite the opposite: prurience, formerly restricted to seaside only did it signal the eclipse of what Jilly Cooper so charmingly calls the "honkless novel", but it created a new field of copy for ephemeral publication.

From the Profumo affair to the toe sucking headlines of the 1990s, we are still sniggering and itching to know. Much better to have kept Lady Chatterley as a minor collector's item, a literary curiosity. The "permis Sixties seem only to have had the effect of legitimising transgression as a form of vulgar entertainment. They made the bed and forced us not only to lie in it, but nudge-nudge everyone else to advertise the fact.
Shall I go on? This is

compendiously damnable list, right up to Wilson, Harold, and Zurich, gnomes of But I rest my case.

to 330 AD, the period occupied plenty of exceptions - add in by democracy was pretty short, I agree. But on the whole it women, and you've got a very large exception. Nevertheless was the best time. They did it is a fact that Greeks - the best under democracy. It is Greeks I'm talking about now, what they chose when they Athenians in the sixth century really did think that one

were free, independent and powerful. And I think the same man ought to be as good as another, at any rate in the way he was treated. They knew is true of modern times." Due partly to the influence people are not really equalof Plato and Aristotle (neither of them keen democrats) there they must be treated as if they were. This is a political fiction, was a long hiatus, through the Middle Ages and up to the if you like, but an exceptionally useful fiction." modern age, when democracy languished except in places such as Iceland and Switzer-

Was this idealism, or rather the suspicion that if you did not pretend to treat people equally eventually they would come with pitchforks and tip you out?

"I think the former. It was partly religious, partly the rationalising of Ionians who liked to treat men as atoms different in terms of individuality but important in the mass." I was not quite ready to let

go: nevertheless, aren't we

guilty of taking too sentimental a view of ancient Greece? "Yes is the answer to that and a jolly good thing too," harrumphed Sir David. "But I see what you mean and I will now reply properly to your

Marie Da

表24.638

Egge

Still : --

作號 \*\*\*

PERCE MENALS "

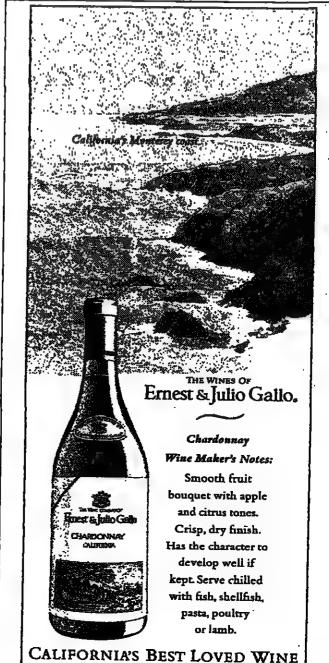
chatcule. ser.

Mer general sona

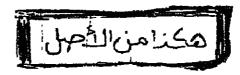
question: The Greek democracies had many abhorrent tendencies. This was pointed out, I may say, by Greek observers at the time. The extreme democrats of Athens were at the same time the most brutal imperialists. They were not sentimen-

talists - they never had an 18th century. "But, they did have an ideology in favour of freedom. It was a fact you could always get a majority in the assembly in favour of saying all Greeks everywhere ought to be free. You didn't give a damn about

to govern themselves, dammiti "Although I've been condemning 'em, they had their bright side. And it was this side that has the hope for the future. Because in the world as a whole it is a good idea that people everywhere should be free to govern themselves. It's quite likely they will govern themselves better than other people will govern them."







By David Gardner in Brussels and Arlane Gardllard in Born

GERMANY was at the centre of a potentially damaging EC row yesterday after the Euro-pean Commission demanded an explanation for Bonn's apparent refusal to implement trade sanctions against the US, which the 12 agreed unanimously on Tuesday.

In Bonn, Mr Günter Rexrodt, the federal economics minister. confirmed that Germany would not apply discriminatory sanctions against US companies. But he firmly rejected accusations that Germany was violating EC law.

Commission lawyers were last night writing to the German government seeking full clarification, as Brussels underlined that Bonn was in danger of breaching Commu-

nity law and loyalty.
"We're getting conflicting signals out of Bonn," said an aide to Sir Leon Brittan, the trade commissioner. "They haven't made clear what they're doing," he added.

"If confirmed, any bilateral agreement of such a kind would be illegal under Commu-

in a tough statement. The row centres on government telecommunications contracts. The US last month imposed a ban on bids from EC companies for \$20m worth of public procurement contracts, alleging discrimination against American companies in the European market. EC foreign ministers on Tuesday retaliated with a \$15m sanctons package against the US.

The US objects to Article 29 of the .EC's utilities directive, which entered into law in January, and gives a 3 per cent price preference to EC companies bidding for any government contract. The article is there as a bargaining chip to get the US to dismantle its "Buy American" legislation in public procurement. In April

the two sides reached partial agreement on public contracts. The intra-EC row, so far confined to Brussels and Bonn, broke out after Mr Mickey Kantor, US trade representa-tive, told a US congressional committee on Thursday night that Germany and the US had agreed to drop sanctions.

Brussels yesterday warned Bonn it would be taken to court if it failed to put Article 29 on Germany's statute book, and that it was also obliged to stand by the sanctions agree-ment it signed this week.

Some Brussels officials suspect Washington of "divideand-rule" tactics. But they are also concerned that Germany will be weakened as a counterweight to France.

The German economics ministry says it is bound by a 1954 friendship treaty with the US which forbids trade discrimination. The Commission flatly rejected this argument last night, pointing out that Article 234 of the EC's Treaty of Rome says that member states "shall take all appropriate steps to eliminate the incompatibilities" with previous undertakings. The Treaty "is as clear as a bell and overrides previous agreements," the aide to Sir

#### **NEWS IN BRIEF**

### **Gloomy forecast** on EC economies

THE European Community will have to wait until 1995 for a real economic recovery, Mr Henning Christopherson, EC economic commissioner, said yesterday, Lionel Barber reports. In one of his gloomiest forecasts to date, Mr Christopherson said unemployment could reach 12 per cent in 1993-94, higher than the peak jobless rate in 1985. Addressing the Association for the Monetary Commission of Europe in Rome, the Danish commissioner ruled out re-opening the Maastricht treaty's criteria for European mon-

etary union to take account of rising unemployment.

Mr Giovanni Agnelli, president of Fiat, accused the EC of a "gutless lack of ideals" and called for an inner group of core currencies to move to monetary union. This would create a vital benchmark and would make a "significant contribution to a further drop in European interest rates," he said.

#### Ruling on TV bidding

Europe's national broadcasters can go on using their collective power when bidding for the rights to televise big sporting events, the European Commission decided yesterday, Andrew Hill writes from Brussels. The Commission has exempted the European Broadcasting Union, which groups 67 national broadcasters, from EC competition rules until February 1998 when bidding for sports events. But the EBU has pledged to allow non-member channels – including purely commercial broadcasters - access to sports programmes on reasonable terms.

The Commission had been under pressure to open up the market for TV rights to sporting events, after The European Sports Network (TESN), owner of the Screensport channel, complained about the EBU's privileged position in 1967.

#### Italy cuts interest rates

The Bank of Italy yesterday cut its official discount rate by 0.5 percentage point to 10.5 per cent at the end of a week which has seen continued weakness for the D-Mark against European currencies, writes James Blitz. Announcing the move, the Italian central bank said it would take effect from Monday and that its Lombard rate would also come down 50 basis points to 11 per cent. The move is the latest indication that European countries are not waiting for the Bundesbank to reduce interest rates before deciding to ease their own monetary policies.

#### German party banned

Germany yesterday banned a fifth far right party, as arsonists struck at a foreigners' hostel overnight and Turkish shops closed in protest against racist attacks, Reuter reports. Police in Bavaria swooped on the National Bloc, seizing propaganda, two loaded starting pistols and a baseball bat, an Interior Ministry spokes-

### **Kuwait move causes** big fall in oil price

By Deborah Hargreeves in London

OIL PRICES tumbled yesterday following Kuwait's refusal to agree to restrain its output in coming months in accordance with a deal struck late on Thursday by the Organisation of Petroleum Exporting Coun-

Ministers meeting in Geneva had agreed to maintain their current production ceiling of 23.6m barrels a day for the third quarter. But Mr Ali Ahmed al-Baghli, Kuwait's oil minister, said the emirate would increase its production.

North Sea Brent crude fell 65 cents to \$17.80 a barrel as traders reacted to an expected rush of supply to the market.

Kuwait is planning to raise its production to 2m b/d from

1.6m b/d over the next three months and Mr al-Baghli has indicated it could reach 2.16m b/d by the end of September. But he said Kuwait would not flood the market and is not looking to depress prices.

"It's not as bad for the mar-ket as it looks," said Mr Geoff Pyne, oil analyst with UBS in London. "Politically, it's a terrible agreement, but commercially it won't be so awful."

Most Opec producers are pumping oil at close to their full capacity which will stop them over-producing. Others, such as Saudi Arabia and Iran, are keen to see firmer prices. Mr Hisham Nazer, Saudi oil minister said yesterday the kingdom will stick to its quota under the agreement. If every-body adheres, we think the market will stabilise," he said. | congratulating new Russian generals at the Kremlin

### Bonn's 'king makers' struggle for a role

By Quentin Peel in Münster

THE would-be "king makers" of the German political sys-tem, members of the little Free Democratic Party, were yesterown prince. Like all the best coronations, the outcome was never in serious doubt. But the atmosphere was a little sub-

civil servant, one-time head of Germany's secret service, and now the foreign minister, was the only name on the ballot paper for the party leadership. It was all too much for at least one angry delegate at the annual party conference in Münster: it reminded him of the bad old days in East Ger-

many's Communist Party, be

declared. But the celebrations

Mr Klaus Kinkel, former

had to go on. The party which made – and broke – the ruling coalitions of the 1960s, 1970s and 1980s, is struggling to keep its head above the German electoral water. In opting for Mr Kinkel, who has been a party member for barely two years, it is gambling on a fresh face

and a man renowned for often undiplomatic plain speaking. The FDP still plays a key role in the ruling coalition in Bonn, way beyond its national support of barely 8 per cent. But electoral arithmetic suggest that a grand coalition between the Christian Democrats and the Social Democrats is a much more likely outcome

at next year's elections.

Both the big parties are languishing with support at around 35 per cent. If the FDP annot break through the 10 per cent barrier, it cannot offer either the prospect of a parliamentary majority in a

Mr Kinkel knows that all too well. Today he will set out his strategy to break the electoral

As for the man who might have been king, Mr Jürgen Möllemann, the former economics minister who was forced to resign in January over a silly scandal, he did his best to put a brave face on the

He made one last bid to keep the role of "king maker". He called on Mr Hans-Dietrich Genscher, the former foreign minister, and still the real power behind the party throne, to accept a nomination as German state president next year.

It was not to be. Perhaps it is all part of the inscrutable tactics of the man who remains Germany's most popular politician. But yesterday Mr Genscher was adamant. He is not available as a candidate for the presidency.

Russian president Boris Yeltsin prepares for a photograph after



## Patching a tattered policy

### Robert Mauthner on aid for Bosnian Moslem enclaves

LL ATTEMPTS by the West to patch up its tattered Bosnian policy have merely underlined the increasingly obvious absence of an overall plan for a durable peace settlement.

Lip-service is still paid to the ill-fated Vance-Owen plan as the basis for an eventual negotiated settlement guaranteeing "the full sovereignty, territorial integrity and political independence" of Bosnia-Hercegovina, as it was in the latest final communiqué of the Nato Foreign Ministers' Council in Athens. But hardly any governments believe this is still a realistic proposition.
Instead, the western nations

are involved in a damage limitation exercise aimed essentially at masking their own failure to come up with effective measures that would make it possible to translate their avowed political objective of an independent and united Bosnia into practice.

That exercise, by their own admission, involves temporary measures, such as the setting up of Moslem "safe areas" in Bosnia which, far from contributing to a peace settlement, risk exacerbating an already inflammatory situation on the ground. Lord Owen, the European

Community's representative on the two-man international mediating team, has talked recently of a "serious unscrambling" of the United Nations sponsored peace initiative, mainly as the result of the so-called "joint action programme" adopted by the US, Russia, the UK, France and Spain in Washington on May

One of the essential provi-

sions of that agreement is the setting up of six safe areas in Bosnia, within which the Moslem population would be protected by the presence of troops from the UN Protection Force (Unprofor). Unfortu-nately, as Lord Owen has pointed out, the perception of the warring parties in Bosnia was that the five western nations were accepting the fait accompli of territory acquired by force, in the first place by the Serbs.

Western nations are involved in a damage limitation exercise to mask their failure

That, in turn, encouraged the Bosnian Croats in the Mostar region to take more territory from the Moslems, with the inevitable result that the Moslems have launched counter-attacks on the Croats, their one-time allies, with considerable success and much additional human suffering. So the net result of the

Washington agreement has been more fighting and atrocities, with the ultimate objective of a negotiated settlement appearing even more unattainable than it did before. Yet even in these circumstances the setting up of safe areas might have proved acceptable to international opinion as a desirable interim measure if the western nations had been able to agree on all the practical steps to make them viable. The jury is still out on the final verdict, but the evidence submitted by the west so far on the strength of its commitment to the setting up the safe areas and on other parts of the

Washington agreement, such

while several of its European allies such as France, Britain and Spain already have troops on the ground, the US exposed a serious rift in the western position.

as the placing of international

monitors on the Serbian-Bos-

nian border to supervise sac-

Having been thwarted by its

allies in its original desire to

undertake punitive air strikes

against the Bosnian Serbs and

to supply arms to their Moslem

adversaries, the US has proved

extremely reluctant to become

more directly involved in the

Bosnian crisis. By declining to

provide ground troops to pro-tect the Moslem enclaves,

tions, is far from conclusive.

operations, and by offering to

provide 300 ground troops to

oin the UN peace-keeping con-

tingent already in Macedonia, the US has tried to repair the

damage - with what effect still

The fact is that air power

will be used only to protect UN

troops against attack and will

not be called upon to defend

Moslem civilians against

attack if no UN troops are

involved. Serbs and Croats will

continue to be allowed to grab

Moslem territory and pillage

with impunity as long as they

keep out of the way of UN

troops. That is an important

distinction which will hardly

reassure the long-suffering

Moslem population of Bosnia.

Among all the squabbling

and haggling over stop-gap solutions, and the occasional

cries of victory when agree-

ment is finally reached on the

type of temporary sticking

ing wound, sight is rapidly

being lost by the west of the

end result it wants to achieve.

the British Foreign Secretary,

said earlier this week, were not a magic solution. "They are

only a temporary, first step

simed at keeping people alive.

But those who are being kept

for signs that the western pow-

ers have some idea of the

long-term future which awaits

the Moslems of Bosnia outside their extended rafugee camps,

which is all that the enclaves

Judging by the results of the

EC and Nato meetings in Lux-

embourg and Athens over the

past few days, they will have to wait a long time for their

are destined to become.

Safe areas, Mr Douglas Hurd,

laster to be applied to the gap-

remains to be seen.

It gave the impression, not only to its allies, but to the warring parties in Bosnia, that it was not prepared to match its good intentions with deeds. At the same time, the Serbs will have noted a similar reluctance on the part of the European nations already involved in Bosnia to step up their own commitments of troops.

The decision by the Nato Council in Athens on Thursday to offer military planes to protect UN forces around the Moslem enclaves and elsewhere in Bosnia against attack was an attempt both to paper over the cracks in the western alliance and to counter the original signals of western unwillingness to act in Bomia sent to Bel-

By joining France, Britain, the Netherlands and Turkey in offering aircraft for these

### Russians anxious to avoid troop role in Bosnia

By Robert Mauthner in Athe

make a firm commitment to contribute troops for the pro-tection of the six Moslem enclaves designated in Bosnia though it said it was in principle in favour of such a move. Mr Andrei Kozyrev, the Rus-sian foreign minister, said during a meeting of the 34 nation Nato Co-operation Council. grouping the western allies and the former Soviet and east European states, that Russia wanted a clearer definition of the mandate for the deployment of Russian troops in Bosnia before it could take such a decision.

Mr Kozyrev said in an interview with American television that before Russia could send troops to Bosnia, "we need a much clearer definition of the mandate from the Security

Council. . . a definition of what these troops would do." Russia already has troops serving under the United Nations banner in Croatia, but is clearly digging in its heels on sending troops to Bosnia because of the opposition of powerful conservative political forces and the Russian military to what they consider essentially an anti-Serb measure.

The reluctance of the Russians, which comes on top of the US's refusal to offer ground troops for the protection of the Moslem safe areas, must be considered a serious setback to international efforts to ensure the defence of the enclaves.

However, Thursday's decision by the Nato Council to provide warplanes to counter any attacks on UN troops protecting the safe areas at least partially offsets the adverse consequences of the lack of a sufficient number of ground

The absence of firm ground troop offers from some of the most important western and eastern nations did not prevent the Co-operation Council from fully endorsing the joint action programme adopted by the US, Russia, France, the UK and Spain in Washington last month, under which the safe areas are being set up.

It also fully endorsed the decision by the Nato Council taken 24 hours earlier to provide protective air power in forces in Bosnia in the performance of their mandate.

At the opening of the meet ing, Mr Manfred Wörner, Nato secretary-general, warned of the dangers Europe faced from ethnic violence after the Cold War. "The war in the former Yugoslavia has shown a growing gap between our hopeful ! vision of a new security order and the tragic reality of ethnic

## Russia applies formally to Gatt

By Leyle Boulton in Moscow

RUSSIA yesterday formally applied to join the General Agreement on Tariffs and Trade while denying it was endangering foreign aid and investment flows.

President Boris Yeltsin, who has launched market reforms that have sought to open up the Russian economy to the outside world, told Mr Arthur Dunkel, Gatt's outgoing secretary-general, that he hoped for admission by the end of

this year. While Mr Dunkel remained politely non-committal, Mr Georgy Gabunia, a deputy Russian trade minister, admitted he thought it would take Russia at least two to three years

A STRIKE by the coal miners of the Russified Donbass region yesterday entered its third day. The miners' demands for higher pay and a new government appeared to be strengthened rather than quelled by President Kravchuk's emotional appeal for social culm in

a half-hour appearance on Ukrainian television.

Mr Ivan Phushch, Ukrainian parliament chairman, quashed hopes that prime minister Leonid Kuchma, who successfully faced down several miners' strikes in the spring, will be granted the extraordinary powers over the economy he has been seeking. This is despite the boost to his popularity which followed his call last week for Ukraine to keep aucker weapons on its territory.

Shokhin, deputy prime minis-ter responsible for foreign economic relations, denied reports that the international Monetary Fund wanted to delay disbursing the first \$1.5bn (£94bn) of a systemic transformation facility promised for the end of June because Moscow was lag-ging behind with promised attempts to attract foreign

Meanwhile, Mr Alexander reforms. "We have not deviated from schedule in our relations with the IMF...So far the IMF has every reason to fulfil

its obligations."
Mr Shokhin also defended a ban for the month of June on the export of oil by foreign joint ventures, which has been

investment, claiming it was simply an attempt to force companies to prove that the off they exported was really produced by them.

While joint ventures are sometimes used as a channel of illegal oil exports, the explanation sounded more like. an improvisation, since the ban affects all joint ventures without discrimination between those which have pro-vided information requested by the government and those which have not.

Mr Shokhin also called on the US to drop its opposition to an \$80m contract for Russia to supply India with rocket technology for satellite launches, saying Russia had little to lose from sanctions threatened by

### State monopolises vodka market 'to restore order'

By Leyla Boulton in Moscow

THE Russian government said yesterday it would reimpose a state monopoly on the produc-tion, storage, and sale of vodka, the country's national drink, and other spirits as part of efforts "to restore order in the country and

A spokesman told Itar-Tass news agency that President Boris Yeltsin would soon sign a decree prompted by concern over an increase of poisoning cases from both Russian and imported spirits. He said this was "far from the last" of several measures being undertaken by the government to restore poryadok - the favourite Russian word for law and order in

The production and sale of vodka has traditionally been a state monopoly in Russia, both under the tsars, and under 70 years of Communist rule. It has been a big source of revenue for the state treasury throughout the centuries. But since liberalising both domestic trade and

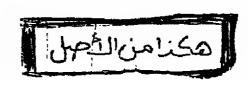
imports a year and a half ago, the country has been flooded with foreign vodka and other spirits. Russia's own state producers are unable to meet demand, and bottles of locally produced vodka have been increasingly found to be diluted or otherwise tampered with Tax collectors have seen very little of the profits from the increased sales, much of which are conducted by street kiosks which do not even have

cash-registers. Rather than to chase away the bottles of Smirnoff and other foreign-produced spirits now on sale, the spokesman suggested that the main aim of the decree was to enforce state certification of drinks to ensure they were up to stan-

But with hundreds of brands of alcoholic drinks sold at thousands of kiosks all around Moscow, the authorities are unlikely to be able to implement the decree, at least in the capital. More likely, it will provide a great cash-spinning opportunity for officials and police to levy bribes not to enforce it.

THE FINANCIAL TIMES
Published by The Financial Times (Europe) GrabH, Nibelungenplatz 3, 6000 Frankfurt am Main 1, Germany, Telephone 49 69 156 830, Fax 4969 596481, Telex 416193. Represented by Edward Hugo, Managing Director. Printer: DVM Druck-Vertrieb und Marketiag GrabH, Admiral-Rosendahl-Strasse 3a, 6078 Nos-Iseaburg 4 (owned by Hurriyet International). Responsible Editor: Richard Lambert, co The Financial Times Limited, Number Oue Southwark Bridge, London SEI 9HL, UK. Shareholders of the Financial Times (Europe) CaubH are: The Financial Times (Europe) Ltd, London Shareholder of the above mentioned two companies ir. The Financial Times Limited, Number One Sudwark Bridge, London SEI 9HL. The Company is incorporated under the laws of England and Wales. Chairman: D.C.M. Bell. FRANCE THE FINANCIAL TIMES

FRANCE
Publishing Director: J. Rolley, 168 Rus
de Rivoli, F-75044 Paris Ceder, 01. Telephone (01) 4297-0621. Fax (01)
4297-0629. Printer: S.A. Nord Edsir,
13/21 Rus de Caire, F-99100 Roubeir,
Cedex I. Editor: Richard Lambert,
ISSN: 15SN 1148-2753. Commission
Parliate No 67808D.
DEPUMARE
Pinancial Times (Scandinavia) Ltd.
Vimmschkafted 42A. DK-1161 Copenlagenk. Telephone 33 13 44 41, Fex 33
93 53 35.



## Aids epidemic poised to sweep the developing world

'In some Ugandan villages there is no one between 20 and 40, only children and grandparents'. Paul Abrahams reports

IN the red light districts of Ivory Coast's capital, Abidjan, the virus that causes Aids is running rampant. Among prostitutes on the city's streets 88 per cent are HIV-positive. Among their clients, who pay less than \$4 a time, only a quarter are willing to use condoms, the best method of preventing sexually transmitted diseases

The effect of such levels of infection among prostitutes is wreaking a devastating effect on Abidjan's more general population. One in six pregnant women is now HIV-positive. Most say they have slept only with

Although HIV and Aids remain a significant problem in the western world, delegates at the annual Aids conference in Berlin this week were repeatedly told the epidemic is going to hit the developing world dispro-

About 90 per cent of the 14m people estimated by the World Health Organisation to be infected by the virus live in developing countries. It calculates most of the 40m people infected by the end of the decade will be in the developing world. The sheer scale of the problem in Africa, Asia and Latin America requires the world's attention.

Suggestions that the scale of the epidemic in Africa has been exaggerated were dismissed by the continent's health workers.

"It is merely cynical to say there is no epidemic. In some villages in Uganda there are no people between 20 and 40, only children and their grandparents," argues Mr Elhadj Assy, an executive of the international council of Aids service organisations. "It is time to recognise that the virus, illness and epidemic

But although the prevalence of Aids is well documented in Africa, the most rapid increases in the disease are occurring in other develop-

"While Africa suffers the explosion of Aids cases as a result of infections ten years ago, it is in south Asia and south-east Asia that we are seeing a rapid increase in infection," warned Dr Michael Merson, director of WHO's global programme on Aids. WHO estimates there are 1.5m infected by HIV in south-east Asia, and 1m in south Asia, mostly in

"The growth in south and southeast Asia can only be described as explosive," warned Dr Merson. "In Thailand, for example, in early 1990 there were more than 50,000 infected people. By late 1992, there had been a ten-fold increase with an estimated

Studies in Thailand's northern dis- is minimal and services have been tricts show that 7 per cent of military recruits were HIV-positive. In Bangkok, the Siriraj hospital reports the number of pregnant women infected increased by 60 per cent between the last quarter of 1991 and the same three months in 1992.

In India, too, the rate of increa of infection is alarming. More than 30 per cent of prostitutes in Bombay are HIV-positive, and the prevalence in the general population has increased from 1.67 cases per 1,000 in 1991 to 23.07 per 1,000 last year. "The epidemic has the potential to reach unprecedented levels in India," warned Dr Shiv Lal, a director of India's national Aids control organi-

The epidemic is striking hardest in those countries least equipped to cope with the disease. In many of these countries primary health care overwhelmed. WHO calculates that in some African cities, up to 70 per cent of hospital beds are taken up by patients with Aids-related disea

The Zambian health service, for example, has been engulfed by the demands of the country's 200,000 patients with Aids or Aids-related ases. The annual cost of treating them is \$64.4m, money that the country can ill afford.

In some African states, lack of resources is assisting transmission of HIV. Delegates were told that in Cameroon there were insufficient funds to establish safe supplies of HIV-negative blood. As many as a quarter of patients, unable to pay for the blood offered to them to be tested, accepted potentially contaminated blood.

Scientists at the conference admittad the chances of finding a cure or

vaccine to combat HIV in the medium term were remote. The chances of finding anything that was affordable for developing nations

was even less likely. WHO believes the main priority must be to prevent the epidemics in the developing world spiralling out of control. It has called for \$2.5bn a year to invested in anti-HIV programmes in developing countries - a 10-fold increase on current spending.

The organisation calculates this could bring \$90bn of savings in direct and indirect costs by the end of the decade, by preventing 4m infections in Africa, a similar number in Asia and 1m in Latin Amer-

Dr Merson claims: "The initiative would provide a significant return in financial terms, but above all an incalculable yield in diminished

### **Du Pont** 'knew of **Benlate** defects'

By Karen Zagor in New York

FLORIDA officials have subpoenaed officials at Du Pont, the leading US chemicals group, after concluding from company documents that Du Pont knew its Benlate fungicide had caused crop damage but failed to act.

Du Pont suspended payments on Beniate-related suits in November, after extensive research, during which the company said it could not duplicate the effects attributed to Benlate

Florida crop growers allege the fungicide caused \$1bn in crop damage through stunted growth, root damage, twisted and deformed leaves and poor yield. Although most lawsuits centre on crop damage, a few allege that Benlate caused birth defects.

In a letter to Mr Bob Crawford, Florida's agriculture com-missioner, Du Pont said: "The issue is whether Benlate, at label rates and under conditions of ordinary commercial use, caused the plant damage reported by growers in Florida 1991. Based on all of our scientific testing, the answer is a

resounding: No."
Florida officials allege that internal documents show incorrect labels on the product. Mr Edgar Woolard, Du Pont's chief executive, and other officials have been ordered to testify at the state Capitol in July in an effort by the Florida Department of Agriculture to prove that internal documents show the company knew the fungicide had caused problems.

## Court ban fails to halt Nigerian poll

and Agencies

NIGERIA'S presidential election will go ahead today as planned in spite of a court ruling ordering a postponement, the National Electoral Commission (NEC) said yesterday.

"For the avoidance of any doubt I wish to restate that the presidential election scheduled or tomorrow. . . will go on as planned," NEC chairman Humphrey Nwosu said in Abuja, Nigeria's federal capital.

Mr Nwosu's announcement appeared to put Nigeria's programme for the return of civilian rule back on track, ending a day of high political drama. Nigerians had waited anxiously for the reply by the NEC, a creation of the country's military rulers, to the Abuja high court which ordered postponement of the

The court ruled on Thursday that the first presidential pollsince 1983 should wait until the full hearing of a petition by a group wanting army president, Mr Ibrahim Babangida, to stay

in power until 1997. But the NEC chairman said the court order was over-ruled by the provisions of a military decree issued this year which ud no court had

was "a deliberate legislation on the part of this administration to protect the higher interests of the majority of Nigerians in the implementation of the political transition pro-

The last-minute hitch raised further doubts over whether Mr Babangida intends to hand over to civilian rule on August

Dr Beko Ransome-Kuti of the Campaign for Democracy, yesterday said: "We still do not believe that Babangida wants to go. He is making the simple process of handover the most complicated thing in the

The case was brought to court by the Association for Better Nigeria, which is campaigning for a four-year extension of military rule, and alleges maipractice by the political parties in the run-up

The association is led by businessman and former presidential candidate Mr Arthur Nzeribe, who has close links with the presidency.

Although the government has made no attempt to stop the association's operations, political meetings by groups opposed to continued military ken up by the security forces.

expected to follow tribal and regional loyalties. The National Republican Convention (NRC) candidate, Mr Bashir Tofa, is a Moslem from the north where the party has traditional support among the Hausa-Fulani and other mainly Moslem groups. The choice of Mr Sylvester Ugoh, who was a central bank governor of the former breakaway Biafran

state as his running mate has

also bolstered his support in

the mainly Christian south-Mr Moshood Abiola, the candidate of the Social Democratic party, has the backing of his fellow Yoruba in the south-west and his party is

strong in the north-east. The US embassy in Lagos had said the US government would view any postponement of the polls with grave concern. But Nigeria condemned the US statement as unacceptwhile interference.

Britain and other EC member states have sent diplomats. MPs and officials to most of Nigeria's 30 states to observe the elections. All political rallies have been banned until 4pm today, while the open ballot system, which was vulnerable to vote rigging in previous been modified.

#### British manufacturer to strengthen its regional airliner range

## BAe plans new turbo-prop aircraft

By Paul Betts, Aerospace

BRITISH AEROSPACE plans to launch two regional turbo-propellor aircraft programmes by the end of the year to strengthen its family of Jetstream commuter and regional airliners.

The company, which has restructured its turbo-propellor activities by concentrating them at Prestwick in Scotland. said vesterday at the Paris Air Show it was discussing with the UK department of trade and industry the £450m funding of the two projects.

These will involve

These will development of a 72-seater Jetstream 71 and a 50-seat Jetstream 51 to complement the existing Jeistream range, which includes the 19-seat Jetstream 31, the 29-seat Jetstream 41 and the 64-seat ATP (advance turbo-propellor) direraft.

BAe is also stepping up discussions with international partners to try to form a broader strategic alliance in the turbo-propellor business. The company is now adopting a similar approach to its turbo-propellor activities as for its 146 regional jet business which has been turned into a

joint company with Taiwan As part of its restructuring programme, BAe also transferred all its Jetstream and ATP activities to Prestwick where it employs

The man who turned down the Beatles.

Prestwick plant.

Mr Allan MacDonald. managing director of BAe's Jetstream subsidiary, said the new products would give a clear signal to the market that BAe was serious about staying in the turbo-propellor busine It would also strengthen the company's hand in negotiating a strategic alliance with international partners as part of the rationalisation of the commuter and regional aircraft

"There are too many manufacturers and products in this market, but we want to lead the process of rationalisation," Mr Mac-Donald said.

Jetstream activities Prestwick would take 24 to 36 months, he added. The business earns about

£250m a year but this is expected to grow to £350m-£400m a year after the new products are launched and the reorganisation is completed.

He said the new aircraft programmes would help sustain employment at Prestwick. • Avro International, BAe's

new regional jet joint venture company with Taiwan, announced yesterday it had won an order worth \$140m from the Turkish national airline THY. It involves firm orders for five regional jets and options for an additional three.



### Rafsanjani to sweep Iran poll

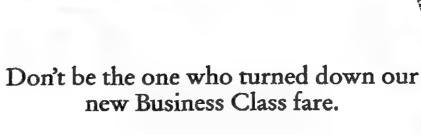
IRANIANS went to the polls yesterday, with President Akbar Hashemi Rafsanjani widely expected to retain power in a landslide victory, Reuter reports from Tehran. Mr Rafsanjani faced chalages from three rivals, all of whom professed few differences with his policies — uni versity president Abdullah Jasbi, right-wing economist Ahmed Tavakkoli und forcur nember of parliament Raja-

Each has said he broadly agrees with Mr Rafsanjani's economic and political liberal-isation and each had the stamp of approval of the cleri-Council of Guardians which endorsed them as true heir of the 1979 Islamic revo-

edia campaign calling for a big turnout to show the con-tinued popularity of the 1979

The man who turned down 'Action Man'.





## Ukraine to keep nuclear arms for up to two years

By Chrystia Freeland In Kiev

UKRAINE will temporarily retain nuclear missiles on its territory, possibly for up to two years, Mr Ivan Pliushch, chairman of the Ukrainian parliament and a member of the ruling troika, said

yesterday. Mr Pliushch said that escalating tensions between Ukraine and Russia were the principal reason for Kiev's hesitation to surrender its nuclear weapons

He said relations between the two Slav neighbours had become particularly strained recently, and accused the Russian government of making overt territorial claims on Crimea and of initiating an "economic blockade" by cutting off oil supplies to

Ukraine two days ago. Mr Pliushch said that parliament would ratify the Strategic Arms Reduction Treaty (Start 1) before the

The treaty covers 130 Russian-made inter-continental ballistic missiles stationed on Ukrainian territory. But be said the legislature was unlikely to accede to the

Nuclear Non-Proliferation Treaty soon. A split decision such as this would leave Ukraine possession of 46

Ukrainian-made SS-24 ICBMs. Mr Pliushch's comments contradict Ukrainian President Leonid Kravchuk's repeated assurances this week to senior US and German leaders that the Ukrainian government remains committed to rapid ratification of both Start 1 and

non-proliferation But it is the legislature that

will decide. Mr Pliushch hinted that Ukrainian scientists were working to develop negative technical control - or blocking power over the

"In terms of these 46 missiles, to develop a negative trigger is a question of one or two years," Mr Phushch said. Who knows, maybe this mechanism already exists."

According to US and Russian specialists negative control over the missiles is a short step from positive operational control - a technology which would make Ukraine a true nuclear power.

US and Russian experts have recently voiced concerns that Ukraine has launched a secret programme to obtain direct control of some of the nuclear missiles on its territory.

The growing strength of the pro-nuclear lobby in the Ukrainian parliament comes at a time when the fiedgling nation is facing a double political threat: mounting tensions with Russia and an increasingly volatile domestic

'Guitar groups are on the way out'. Boys will never buy dolls'. Brush-offs that two men lived to regret.

You'll share their agony if you hesitate over our new Business Class deal. It offers huge scope for expansion.

The chance to spread out in a cabin where wide ergonomic seats sit in splendid isolation. Where leg-room is measured in fect, not inches.

The opportunity to lounge in our exclusive non-smoking upper deck, where you'll feel you're on your own private jet.

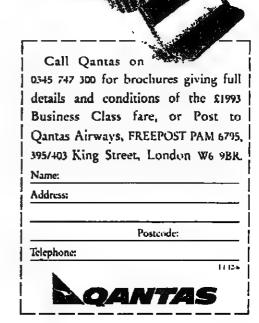
And the chance to sign up for

the free extra benefits included in the

Five-star hotel options, such as 7 nights at the Sydney Marriott or 3 nights at the Dusit Thani in Bangkok followed by 4 nights at the Sheraton Lagoon in Bali. Or 2 nights at Bayview Villas on Dunk Island off the Great Barrier Reef.

And 2 Business Class flights within Australia, plus up to 3 stopovers in the Far East.

That's the deal. Are you in or out? Will you end up stretching your feet out, or kicking yourself?



## Miyazawa defends global trading role Recovery in

MR Kiichi Miyazawa, the Japanese prime minister, yesterday firmly rejected any new boost for the Japanese economy, and, at a time of tension with the US over Japan's huge trade surplus, robustly defended his country's role in the global trading system.

He said he believed Japan was on the road to recovery, with the fiscal stimulus packages of April and last August more than sufficient to help Japan's economy back on track". Japan was just as open to imports as the US and EC, he sald, and was contributing most towards the conclusion of the Uruguay Round of trade

While expressing confidence that over time the market economy system would bring prosperity in the post-Cold War world, he was doubtful about the future of Russia and other former Soviet republics.
"No one is quite sure if the

former Soviet Union will be democratic and will have a market economy," he said. Aid for Russia would be the

biggest issue at the July 7-9 economic summit of the Group of Seven (G7) leading industrial nations in Tokyo, he pre-At the same time, Mr Miyazawa promised that Japan

would play a bigger role in world affairs, especially through the United Nations. But while Japan would like to be invited to join the UN Security Council as a permanent member, it "would not campaign" for such a position.

"It is not a question for Japan alone," the prime minis-



Kiichi Miyazawa: looking for economic recovery after the fiscal stimulus packages of April and last August

hamper the functioning of the Security Council.

Japan realised that achieving its goal, which is supported by the US but likely to be opposed by other Security Council members, would be a very long process," he said. Looking sprightly and crack-

strong approach, we might ing an occasional joke, the 73year-old leader pointed out that Japan's most recent \$116bn (£76bn) economic stimulus package was seven times size of president Bill Clinton's programme to boost the US economy, and, unlike the

But there is another reason

The US-Japan semiconductor

arrangement, which recognised the US expectation that the for-

for Japanese sensitivity

towards numerical targets.

On trade, virtually the only issue standing between Japan and a successful settlement of the Uruguay Round was its protecting of rice growers which was "not supposed to be a major issue for either the US and Europe," he said. To promote a Uruguay

ment in time for the Tokyo summit, Japan had offered tariff concessions on 770 manufac tured items and was prepared to cut its average tariff to 1.5 per cent from 3.6 per cent.

The prime minister cited International Monetary Fund figures to show that Japan the US or the EC: some \$1,900 in 1991 against \$2,000 for the US and \$1,300 for the EC from non-Community countries. Japan was not a "fortress"

Mr Miyazawa insisted. Nor would east Asia become a fortress, because the economies and societies in the area were too diverse. Indeed, Mr Miyazawa took a relatively sanguine view of the emergence of regional trading blocs. Neither the EC nor the North American Free Trade Area (Nafta) would turn into economic fortresses because of the power of modern global communications

to prevent this. However, he voiced one concern held strongly in Japanese business circles. European integration and the disappearance of internal barriers in the EC had created problems for Japan, he said. Restrictions were being placed on European car imports "which were against the spirit of market integration in Europe." he said. This was a "problem we may have to sit with for a little

He promised that, at the Tokyo summit, Japan would raise by about 50 per cent its overseas development assistance and the so-called recycling resources - loans, guarantees and export credits - made available to developing countries. The increased spending plans would replace aid and loan allocations that have totalled about \$50bn over the past five years.

The prime minister said Japan "must contribute as much as possible" to issues such as arms control and disarmament and in international efforts to deal with the problems of refugees, disease

## autumn, says central bank

THE Bank of Japan in its quarterly survey of the economy published yesterday conspicuously failed to back up the government's assessment that the Japanese economy has hit the bottom of its long downturn.

The central bank said it was too early to say the economy had bottomed out because consumer spending and capital expenditure were still

On Thursday, the head of the government's Economic Planning Agency provoked controversy and criticism from business leaders and the powerful industry ministry after he said the agency's quarterly report suggested the economy was bottoming out.

However, the bank believes the trough of the recession will be reached in the next few months, paving the way for a moderate recovery from the second half of this fiscal year which began in April.

It believes consumer spending will pick up as consumers start to replace durable goods they bought in the 1980s. This will be underpinned by the Y24,000bn (£148.6bn) of emergency public spending the government has approved over the past year.

The bank's quarterly Tankan survey of business sentiment found that the key gauge of corporate confidence had stopped declining for the first time since August 1989, its last

The index of business conditions for major manufacturing survey, conducted in May. The February survey also recorded sentiment of 49. The index measures the difference in the percentage share of companies reporting business conditions as favourable, minus those reporting it as unfavourable. The measure has declined from

24 a year ago.
The bank warned that the survey of 716 large enterprises was taken while the yen was trading at Y110 to the dollar Since then the yen has strengthened further to about Y106 to the dollar, which is likely to have further depressed the short-term outlook for exporters.

The index of business conditions for non-manufacturing enterprises fell from -33 in the February to -38 in the May sm

Manufacturing companies reported a slight improvement in the balance of demand and supply for their products and a reduction in their inventories. A balance of about 31 per cent of companies reported they had excess inventories, com-pared with 38 per cent in Feb. ruary. A continued reduction in inventories could lead to a pick-up in industrial production in the second half of the financial year.

However the survey suggests Japanese manufacturers are facing intense price competition, partly as a result of the strengthening of the yen which is likely to eat into the profit margins.

Among manufacturers the index of price conditions, which measures expected increases in output prices against expected falls, stood at

## Japan ready to test US resolve on targets

By Michiyo Nakamoto in Tokyo

IN THEIR first few months of dealing with the Clinton administration, Japanese trade officials were busy trying to assess how serious the US was in its calls for measurable targets in opening up Japan's

As they face their US counterparts in their first round of trade talks, which began yesterday in Washington, the Japanese now are able to test first hand the resolve of the Clinton administration in pressing for measurable progress.

With Just a few weeks to go before the two nations are work for bilateral trade negotiations, Japanese officials still cling to the hope that, in the end, their arguments against the dangers of the US's resultsoriented trade policy will pre-

demands to establish measurable indicators of progress in opening up the country's markets, the Japanese authorities have taken up the banner of free trade, assuming the moral high ground.

"Given the importance of US-Japan trade and the influence it has on world trade, what we decide to do is important

Japanese officials are still clinging to the hope that their arguments against the dangers of the US's results-oriented trade policy will prevail in the end

enough that it will determine what kind of world trade system we want to leave our chila foreign affairs official. He argues that there is no alternative to the free trade system that has guided the world since the end of the second world war. Any benchmark used to measure economic activity, whether it be the number of foreign subsidlaries that are set up in Japan,

or the ratio of imports to gross

domestic product, leads to

managed trade, he says.

eign share of Japan's semiconductor market would reach 20 markets were indeed "managed" when that expectation was met.

That arrangement has been hailed by US officials as a model to be emulated in other sectors, and the Japanese authorities have been at pains to dispel the perception that if pushed they can control economic activity so that such targets are met. Unless it insists now that it

cannot control economic activity in a free trade system, the Japanese government fears that it could soon find itself faced with demands from other countries or regions, not least the EC. to do the same. Reducing the trade surplus

is beyond the reach of the gov-

ernment because the surplus is the result of economic activthe official emphasises. If the Clinton administration is determined to achieve quick results in reducing Japan's trade surplus, the Japanese authorities are just as firm that it will take considerable time and patience to resolve the situation.

expect the current talks in Washington to produce concrete results. In keeping with Japanese custom it will be more a chance for both sides to get to

know each other and confirm each other's position. They have drawn up a sixpoint guideline that underlines their refusal to accept numerical measures, in spite of signs that the Clinton administration is willing to be "flexible" on demands for numerical indi-

Measures that could lead to managed trade are to be avoided as well as unilateral actions such as those allowed by the Super-301 trade bill.

The guideline also insists that any agreement should be done according to internationally accepted rules and should benefit third countries as well as Japan and the US. Discussion must be limited to matters within the government's reach. In addition, Japan will insist that the discussions should be a joint exercise, with the US dealing with its problems as

One key problem the US has which Japan intends to cite, for example, is its low level of

Although the Japanese insist that no compromise is possible on the issue of measuring results, officials in Tokyo are confident that the US and Japan will eventually be able to take their talks forward. There are alternative proposals on the Japanese drawing board

The show of confidence in Tokyo stems in part from a conviction that it has significant international support for its opposition to results-oriented trade policy.

Tokyo is also firm in its belief that the bilateral relationship is too important to be dealt with through quick-fix measures such as fixing targets on market access. That belief is increasingly coupled with a feeling in Tokyo that the US-Japan rela-

point and that Washington is beginning to treat Japan more as an equal. on Thursday that the US

tionship has reached a turning

intends to back Japan's permanent membership of the UN Security Council. The US-Japan relationship

has become a mature political relationship in which it is possible to speak frankly and discusss things frankly and this is a good development which allows for constructive talks." says the foreign ministry offi-

### Mondale chosen as Tokyo envoy

PRESIDENT Bill Clinton yesterday formally proposed that Mr Walter Mondale be the next US ambassador to Tokyo. thus concluding a week in which some of the heat appears to have been taken out of trans-Pacific frictions.

mer vice-president and senator from Minnesota, leaked earlier this week, has been warmly received in Japan, according to US media reports from Tokyo. Mr Mondale has been freely compared with the revered for-

mer ambassador, ex-senator Mike Mansfield, as a heavyweight politician with connections and influence with the President and with Congress. Mr Clinton said yesterday in

a Rose Garden ceremony also attended by Mr Mansfield that Mr Mondale, vice-president from 1977 to 1981 and the losing Democratic candidate in the 1984 election, was renowned for "building bonds of understanding around the

He was, the president said, "extraordinarily well qualified ing our relationship with Japan and projecting American leadership in Asia and the Pacific region."

Mr Mondale also struck a

note that will be appreciated in Japan, saying that "although we are economic competitors. we share a fundamental interdependence," both in each other's economy and in the growth of the global econ-

### China and UK to hold more talks on HK airport

By Simon Holberton in Hong Kong

THE APPEARANCE of greater Anglo-Chinese co-operation over Hong Kong was bolstered yesterday when the two sides agreed to hold both a second round of talks on the colony's multi-billion dollar airport and a meeting of the Joint Liaison Group (JLG).

The meeting later this month of the JLG, which works out the details of the transfer, will be the first since late last year. It could provide Beijing with a face-saving forum in which to "approve" the construction of Hong Kong's ninth container

terminal, CT9. Since last November, China has blocked development of the container terminal as part of its strategy of nonco-operation on economic matters in retaliation for Governor Chris Patten announcing plans for Hong Kong's political development. Howver, there have been some signals that China might be prepared to de-link aspects of the colony's economic development from those of its political development.

The outcome of next Friday's meeting of the Airport Com-mittee will be watched closely to see if Beijing is prepared to give its approval to the con-struction of the Western Harbour Crossing - a submarine tunnel vital for the airport project - and associated land reclamation works.

Also next week, Anglo-Chinese officials meet in Beijing for the fifth round of talks about Hong Kong's

Deng Xiaoping, who triggered a boom that has led to the world's fastest economic growth rate, has warned against letting the economy spin out of control, a pro-Beijing newspaper said yesterday, Reuter reports from Beijing. The Communist Party's top

China's paramount leader

policy-making body will meet shortly to tackle the problems caused by the economy charg-ing ahead at rates that sursed 14 per cent in the first quarter this year, the Hong Kong-based Wen Wei Po said. Inflation, even by official figures, is more than 17 per ent in key cities.

The British team will try to engage the Chinese in detailed sions about Hong Kong's 1994-1995 elections, having touched on them only briefly

in earlier discussions. The Chinese have said that they want to use the fifth round to ascertain Britain's

sincerity" in the process. Beijing has been angered by committee of the Legislative Council (LegCo), Hong Kong's law making body, discussing Mr Patten's plans for political reform, and by observations of a junior British foreign office minister that LegCo could amend any agreement reached by the two sides.

Observers in Hong Kong have suggested that Beijing's concern with "sincerity" is a convenient device to delay the real business of the negotia-



DR Mahathir Mohamad (above), Malaysia's prime min-ister, leaves on a 10-day visit to China this weekend, along with more than 300 business people and officials, writes Kieran Cooke in Kuala Lum-

The delegation, one of the largest ever to go to China, will tour several industrial sites and sign a number of porations. Dr Mahathir is scheduled to meet Mr Li Peng. China's prime minister, early next week. Mr Li has not been seen in public for more than six weeks and there have been renorts that he has been seri-

Malaysia's policy towards China has changed considera-bly recently. Malaysia was once deeply suspicious of what it saw as China's potential large Chinese community and the two countries are among rival claimants to the Spratly islands in the South China

Malaysia and China recently agreed to co-operate on the Spratlys issue. Malaysia has also called for China's inclusion in any emerging security framework in the south Asia region. "China is currently and has every reason to con-tinue to be a benign power," said Mr Mohamad Najib, Malaysia's defence minister,

While Dr Mahathir has been urging Malaysia's business-people to seek business oppor-tunities in China there is some concern in Kuala Lumpur that foreign investors are moving funds away from Malaysia and

UN set for Somalia strike Leslie Crawford sees the country sinking into a military quagmire IKE THE rains now The letter is also believed to lates, the original ideals that

bage in Mogadishu's filthy streets, the United Nation's humanitarian intervention in Somalia is rapidly The killing of 23 Pakistani Blue Helmets last Saturday has

brought UN forces to the brink of war with Somalia's most defiant clan leader, Gen Mohamed Farah Aideed. An air strike against his strongholds in the south of the capital is thought to be imminent now that the evacuation of almost 500 UN civilian staff and international aid workers to Nairob has been completed.

In a further sign of imminent retaliation, the United Nations Operation in Somalia (Unosom) decided to close Mogadishu airport to all civilian flights from midnight last night.
Only Unosom flights and

military aircraft will be permitted to land until further notice. In Washington, the Pentagon said it was sending 2,200 US marines to Somalia. They are expected to arrive within the next five years.

The handful of aid workers

who remain have retreated into heavily fortified compounds. UN troops are combing the suburbs for weapons and have reboubled security at key installations, Military reinforcements, including US AC 130 Spectre precision bombers, are said to be within striking distance of Mogadishu.

In a final attempt to avert

another bloodbath, the UN delivered a letter to Gen Aideed demanding he hand over those responsible for Satest single strike against its peacekeepers in over 30 years,

have included an ultimatum to the warlord: disarm your militias, hand over your weapons and close down your radio station, or face the consequences. But Thursday night's broadcast on Gen Aideed's "Voice of the Somali Masses" clandestine radio station continued to pour vitriol over the UN's presence in Somalia. It called on UN troops to leave the country and warned that the next message would be "written in blood."

At a press conference yester-

inspired the UN's unprecedented humanitarian mission in Somalia appear to lie in the rubble of the war-torn capital. "The relief work is dead." says Jamie McGoldrick, one of only three Save the Children Fund foreign staff to remain in Mogadishu. "This has become a purely military operation." Although Mr McGoldrick is still managing to deliver a few

emergency medical supplies to

hospitals, the 35 feeding centres in the Somali capital are

In a further sign of imminent retaliation, the UN operation in Somalia decided to close Mogadishu airport to civilian flights

day morning, however, Gen Aideed appeared to be adopting a more conciliatory stance, although he placed the blame for last weekend's clashes on He asked the UN to appoint

an independent commission to investigate the incident. He said the death toll had risen to 89, while another 350 people were wounded. The UN and Gen Aideed continue to give differing accounts

of what happened last Satur-day. The UN says Pakistani soldiers were ambushed at several points of the city in a pre-meditated and orchestrated attack. The worst killings took place at a feeding centre. Gen Aideed insists that he no longer commands any mili-

tias or weapons, and that the clashes were a spontaneous unrising following a Pakistani raid on his radio station. As the military tension esca-

closed. Some 200,000 people in the capital who rely on food rations are going hungry. Meanwhile, 15,000 tonnes of food are lying idle in the port. Outside the capital, UN spokesman Faruq Malawi says food stocks will last 10 days. It is not only months of relief

work that have gone to waste. Last Saturday's killings also destroyed the UN's faltering efforts to broker a political reconciliation between rival Somall clans. Since a UN-sponsored peace conference in Addis Ababa in March, mediators had achieved some success in negotiating local truces and bringing the clan elders together. Such tentative diplomatic gains are now at risk in weighing its response to Gen Aideed's aggression, the UN will have to consider not only its international reputation and role as peacekeeper,

but its responsibilities towards

a country it has adopted as a de facto protectorate.

In private, UN officials say they cannot afford to let the terrorist actions of a guntotting warlord go unpunished. But retaliation could trigger a wave of sympathy for Gen Aideed and unite rival warlords against UN troops. The 18,300-peacekeeping force would come to be regarded as an occupying foreign army. Already, Somalis regard the UN intervention as humiliating evidence of their inability to

15,000

in 37 c

amul

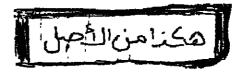
servin

manage their own affairs. "The UN wants to destroy and humiliate Aideed in front of his people," says McGold-rick. He fears the multinational force underestimates the size of Gen Aideed's constituency - thousands of young men who, by his patronage. can carve out an easy existence from looting, extortion and banditry. They have a vested interest in anarchy.

n the streets of the Somali capital this week, there was much brave talk of rallying to Gen Aideed's defence. There is no shortage of guns. Mogadishu was awash with unfounded rumours of UN cruelty against the local residents - 40 hostages held, three Somalis killed, arbitrary arrests. Hostil-ity towards their would-be

benefactors was palpable. Others were cutting their losses. War refugees who had sought a safe haven in Moga-dishu were leaving the capital in droves. One entrepreneur, who supplied electricity from looted generators to much of south Mogadishu, shut down his business this week and packed his bags. A sign outside his shop said: "No More War."





# y in One of the most bank One of the most Valuable Olivetti products for your company can't be switched on, chose doesn't diff and doesn't have a keyboard.

#### ervices livetti

15,000 specialists in 37 countries; a multinational serving a multinational community.

There's one very important Olivetti range you probably don't know about yet.

It's not hardware. Nor software. But it is essential in making the most of your company's technological resources. And ultimately your business performance.

It's the complete range of Olivetti services: Maintenance and Support, Professional and Systems Operations Services. A range dedicated to helping you, and your company, spend less time on supporting information technology and more time achieving your business goals.

Our Maintenance and Support Services provide continuous support for every stage of your information system life cycle. from consultancy, installation and

training through to maintenance of hardware and software - and our multivendor capability ensures that all these services are available from a single source.

With our Professional Services we undertake the planning, design and development of information systems and provide systems integration and intelligent buildings.

Our Systems Operations Services handle all company computing activities from processing and network services to complete outsourcing.

What this gives you is greater quality, flexibility and control, combined with significant cost savings. And the ability to work with a reliable and committed part-

ner. Commitment that has been proven to the highest standard with companies like Barclays Bank, British Telecom, Swiss Railways, McDonalds and Banca Commerciale Italiana.

With 15,000 skilled service specialists in 37 countries, you can see we're a lot more than hardware and software.

If you would like to find out more about how Olivetti Services can help you in the U.K., simply phone 0800-447799, free of charge. For other countries, phone: Belgium (02) 2109231 - Denmark (43) 431818 - France (1) 49067857 - Germany 0130/843300-Holland (071) 319599-Italy 1678/30099 - Portugal (1) 9422545 - Spain 900/210343-Switzerland (1) 8391699.

olivetti

## Management buy-out saves Leyland Daf

milton Fazey

A MANAGEMENT buy-out team reached agreement yes-terday to take over the Leyland Daf truck assembly plant in Leyland, Lancashire from the administrative receivers.

The MBO is one of the most significant steps in the rescue of the former Daf group in the UK, the Netherlands and Belgium, which collapsed into receivership at the beginning of February.
The deal announced on the

shop floor was greeted with an emotional two-minute ovation by the workforce of 700.

in a parallel move Daf Trucks of the Netherlands, hich was created in March to take over the core medium and heavy truck operations of the old Daf group in the Netherlands and Belgium, reached agreement with the UK receivers to acquire Levland Daf Trucks Ltd. the former UK marketing and sales arm in

Thame, Oxfordshire.
The Dutch group will control the UK Leyland Daf dealer network and will market and sell the 45 series light trucks and other heavier models made in Leyland through this network in Britain along with its own heavy trucks. It will also sell the UK-built light trucks

through its existing dealer net-work in continental Europe. The two deals secure the 700 jobs at the Leyland assembly plant and 150 at Thame.

As part of the MBO deal the entire 230-acre site in Leyland has been acquired from the receivers by Lancashire Enterprises, the development arm of Lancashire Country Council, for development as a business nd technology park. complex manufacturing receiv-The new MBO company, Ley-

Motor Industry Correspondent

AS RECEIVERS and management

buy-out teams celebrate the rescue

of the former Leyland Def truck and

van operations, serious obstacles

remain to the long-term viability of

The new companies are being

launched into a business environ-

During the long weeks of receiv-

ership rivals have been trying to bite

heavily into Defs market share and

The van and truck operations will

business, and will derive only roy-

to undermine its dealer networks.

ment that remains hostile.

By Kevin Done,

the ventures:

land Trucks Manufacturing, will lease the site of the assem-

bly plant. The buy-out, led by Mr John Gilchrist, Leyland Daf's managing director, has been backed by £5m of equity funding from Barclays Develop-ment Capital. Working capital finance has been provided by National Westminster Bank.

Mr Gilchrist yesterday forecast a turnover of £140m and an output of about 10,000 trucks in the first 12 months of

When Daf collapsed in February the group had about 12,000 jobs in the UK, the Netherlands and Belgium.

If the remaining parts of the group are rescued as planned that total will have been virtually halved with about 2,845 iobs remaining in the UK (there were 5,500) 2,500 in the Netherlands (5,000) and 750 in Belgium (1,500).

The truck plant management buy-out has put in place the most crucial piece of the jigsaw in the complex rescue of the failed Daf commercial vehicle operations in the UK. It may appear to potential

truck and van buyers as if business is being resumed as normal with the same products, the same brand nam and virtually the same dealers. Behind the scenes, however, the former group has been broken into independent units. separately owned and financed, but still linked through arm's-

length supply agreements and buyer-seller deals. According to Mr Murdoch McKillop of accountants Arthur Andersen, one of the joint administrative receivers, the rescue of the UK business has been the biggest and most

lapse of Rolls-Royce in the early 1970s. Leyland Daf had an annual turnover of £350m. He said: "At one time we thought it might be too complicated to hold it all together."

The Daf group collapsed with

total debts of more than Fl 3bn (£1.1bn) and after running up total net losses in the previous three years of Fl 880m. Before the collapse the work-force in the UK and the

Netherlands had already been cut to 12,289 in 1992 from 16,782 in 1989. By the time the rescues are completed it will be halved again to around 6,000. Including yesterday's crucial agreements separate rescues

If the remaining parts of the group are rescued as planned, the workforce will have been virtually halved with around 2,845 jobs remaining in the UK

have now been completed for.

• the Dutch and Belgian medium and heavy duty truck operations in Eindhoven and • The Birmingham-based van

operations. The truck assembly plant in Leyland, Lancashire. • The truck marketing and

sales operation in Thame, Still to be finalised are the rescues of the Albion axle plant in Glasgow, the spare parts distribution business in part - the Leyland components and test facilities, and the disposal of the assembly and sales

heavy-duty truck operations in the Netherlands and Belgium lapsed Daf group to be rescued at the beginning of March. A new company, Daf Trucks

ing of fresh equity and subordinated loans totalling around FI 445m. About half of that fig-ure was provided by the Dutch government and the Flemish regional government, with the remainder coming from a group of Dutch and Belgian banks, institutions and, to a limited extent, from suppliers.

is forecasting an annual turn-over in a full year of Fl 2bn. The receivers' first success

was at the end of April with the MBO of the Leyland Daf van operations in Birmingham. The formation of the new company, Leyland Daf Vans, was supported by around 26.5m of equity finance from 3i. The other main elements included working capital and a more than £7m provided by Royal Bank of Scotland, financing of up to £20m from United Dominions Trust, a subsidiary of TSB Bank, to fund dealer stocks, and UK state aid of

Leyland Daf Vans expects to achieve a turnover of about £150m in its first year of operation, according to Mr Allan Amey, chief executive and leader of the MBO team. It is forecasting output of about 12,000 vans a year.

By securing the future of the UK truck and van plants the way has been opened to dis-pose of the remaining operations.

The lucrative former Leyland Daf spare parts distribution and warehouse business at Chorley, Lancashire, now trading under the Multipart brand name, has reached parts management and royalty agreements with the UK van and manufacturing truck operations and with Daf Trucks NV.

With a turnover pre-receivership of £140m a year it was the most immediately viable part of the collapsed group with about 200,000 Leyland Daf vans and trucks on the road in the UK and still requiring replace-

ment parts.
An MBO team led by Mr David Little, operations director, is negotiating with the receiver, but it faces stiff competition including from Unipart, the vehicle parts distribu-

tor and manufacturer. The Albion axle plant in Glasgow has negotiated long-term supply agreements with its main customers, Leyland Daf Vans and Leyland Trucks Manufacturing. The plant is likely to be acquired by Scottish engineering interests in the next few weeks.

### Judgment 4 reserved in Clowes appeal

THREE APPEAL Court judges yesterday reserved judgment on the appeal by Mr Peter Clowes, the jailed financier, against his conviction on 10 charges of theft, John Mason

Mr Clowes, who is in Wandsworth prison serving a 10-. year jail sentence, appealed against the theft charges, but not the eight counts of frand of which he was also convicted at the end of his trial last Feb-

He claimed that Barlow Clowes International had authority from investors to invest their money as it thought fit, and was more like. a banking operation than a trust fund company.

Mr Peter Naylor, who has

served an 18-month sentence for theft, also appealed againsthis conviction.

No date was set for the court to announce its decision.

#### Betws miners support MBO ...

MINERS AT the Betws coal mine in south Wales have voted to abandon their bid to run the pit. They now support a management buy-out team of four pit executives.

Betws, in Dyfed, is one of 20 plts that British Coal is inviting the private sector to operate, having decided that they have no long-term future under its ownership.

Mr Martin Cook, the Betwa deputy manager heading the bid, will outline the buy-out proposal to Mr Tim Eggar, the energy minister, at a private meeting in London next week.
Mr Cook said: "The beauty
of our scheme is that the colliery will remain in local hands, worked by local people. We are not in it to make a quick profit and then pull out as, we suspect, other independents might favour."

Mr Cook's team plans to extend the Betws colliery's life for up to 10 years, mining unthruchte coal for which there is a strong demand. Last year more than 800,000 tonnes were

Mr Cook said the buy-out's adviser, Coopers & Lybrand, had already had strong interest in the pian from City backers. Betws is one of five pits that were put out for tender on Thursday, the others being Rossington, Markham Main Bevercotes and Clipston

#### Change on audit fees planned

THE DEPARTMENT of Trade and Industry is proposing to amend the legislation governing disclosure of fees generated by auditors in companies' ununal accounts

Mr Neil Hamilton, minister for corporate affairs, said he wanted to remove the requirement for disclosure of associates of auditors where the auditors' only relationship to the associates is as insolvency

But this includes many companies which are classified as associates only because an insolvency partner in a firm of auditors has been appointed to it and has control of at least 20 per cent of the voting rights.

The existing regulations

came into force in October 1991 following consultation designed to deal with potential conflicts of interest.

Comments on the DTI consultative paper are invited by July 30.

#### Dat Trucks NV (truck and engine production); formed in early March with FI445m (£161m) of Glasgow Albion axle plant: possible acquisition. Long-term supply agreements reached. Workforce was 550; now 340. equity and subordinate loan backing. 50 per cent from Dutch and Flemish Truck production: management buy agreed yesterday with £5m equity backing by Barclays Development Capital. New name Leyland Trucks Manufacturing Ltd. Workforce was 2.200, including components: now 700, trucks alone. Components and test facilities: MBO possible. Workforce no Chorley, Lancashire Spare parts distribution: new trading name Multipart. Receivers in negotiations with potential bidders, including possible MBO. Workforce Axie and cab production for Eindhoven: Workforce before 1,500, now 750. Birmingham Van production: MBO with 25.5m equity backing by Si. New name Leyland Def Vans Ltd. Workforce was 2,000; now CTALY Theme, Oxfordshire UK Truck marketing and sales: acquired by Daf Trucks of the Netherlands. New name Leyland Daf Trucks Ltd. Workforce was 330: now heavy duty trucks in 1993 and NV, was formed with the back-

The big break-up: workers in UK to Nahadakir and Baylum beton, 12,000; now. 6,100

Chorley, Lancashira - now trading under the name Multioperations in Africa.

The core medium and were the first parts of the col-

dealers and importers. Daf Trucks expects to pro-

Future is far from secure for born-again truckmakers relieved of old debt burdens, and the heavy costs of restructuring and rationalisation have disappeared

> package of far-reaching reforms in working practices in support of the rescue deal. Mr John Gilchrist, leader of the successful Leyland truck plant MBO team, claimed the Leyland plant had a lower cost per vehicle than any of

The Leyland plant is pinning its hopes for survival on being "a dedicated contract manufacturer" of commercial vehicles. It is aiming to manufacture its own designed

Much may depend on whether it can win repeat business from the Ministry of Defence for military through the receivership. The truck plant workforce has agreed to a pay freeze until the end of 1994 and to a vehicles to help to even out the wild fluctuations in demand in civilian

assemble other makes under con-

markets. Military work has been an important factor in helping it through the receivership. Now it has only 300 of a 1,500 order for heavy ammunition carrying trucks left to complete by spring next year along with 2,000 of a 5,500 order for general service British Army trucks to be completed by

The remnants of the Daf group may have a future, but it is far from a secure one.

### **Building** revival remains elusive

sity income from parts.

By Andrew Taylor, Construction Correspondent

THE REVIVAL in housebuilding shows little sign of spreading to other areas of construction, many of which which remain stuck in recession, to figures published yes-terday by the environment department show.

Mr Joe Dwyer, chief executive of Wimpey, one of the country's biggest construction companies, warned this week that a recovery in general contracting was unlikely to occur before 1995 at the earliest. He said competition for UK work was intense so that margins were very low. Wimpey's house sales, by

comparison, were 55 per cent higher in the first five months of this year compared with the corresponding period last

Sir Brian Hill, president of the Building Employers Confederation, said yesterday that the industry remained in a serious recession "with output set to fall by a further 3 per cent this year and the con-struction jobless total heading for half a million since summer

The environment depart ment said total construction work in Great Britain was 5 per cent lower in the first three months of this year than a year before.
Private-sector commercial

work, mainly offices and shops, was worst affected, with output down 25 per cent. A glimmer of hope from the rtment's figures was provided by a 5 per cent rise in private industrial work. Conractors say, however, that manufacturers and service industries will not invest in

new buildings until they are

confident that economic recov-

ery can be sustained.

generate substantial funds to finance new product development. The deep recession that brought the Daf group to its knees may be

The new ventures will need to

starting to lift in the UK, but conditions are deteriorating rapidly in continental Europe, where Leyiand Daf must sell a significant part of its light truck output. In the UK new commercial vehicle

registrations in the first five months this year were still 4.5 per cent below those for the corresponding period last year and 50.6 per cent below the 1989 peak.

The medium and heavy van marnot control the lucrative spare parts ket, in which Leviand Daf Vans is competing, is where demand is

The truck market is showing some signs of life, but from a very low

UK truck sales (above 3.5 tonnes gross vehicle weight) last year were 55 per cent below the peak sales of 69,234 achieved in 1989. Overall West European truck sales fell by 25 per cent in the first quarter this year.

The heavy cost of developing new products helped bring down the old Daf group and it could well prove eventually to be the Achilles heel of the new ventures. Pulled together out of the wreckage of the old Daf group, they will probably still need to find strategic partners to survive

Leyland Daf Vans in Birmingham has lost access to Daf's continental some advantages. They have been

More heavily in the red: the first full trade figures since January

Visible trade shiffoil (Em) enascripily adjusted

of a project to develop a new generation van in a joint venture with Ren-

dealer network, and so has had to

base its hopes for survival on the UK

It is concentrating efforts chiefly on sales of basic, low-cost utility

panel vans to large fleet customers such as the Post Office.

It has also been forced to drop out

market alone

ault, the huge cost of which helped bring about Dars collapse. The MBO will be forced to rely instead on further development of the present vans, which were originally launched 20 years ago as the Sherpa van by the then British Ley-

But the new ventures do have

vehicles and it will seek also to

101,826

80.346

Yellie of trade (2m) seasonelly adjusted --21,480 78,941 106,582 -27,641 108,224 87.087 -21,757 102,580 -13,577 93.518 109.961 -16,446

92,154 116,837 -24,693 1990 101,718 120,527 -48.8bs 1991 103,413 113,708 -10,290 108,775 -19,771 1992 OI 26,656 29,056 26,450 -3,847 .02 29.772 .-3,130 23,177 27,013 -3,836 Q3 28,431 -29.718 -3.28723,096 27,167 -4.071 27,647 32,001 4,854 24,440 29,831 4,891 29.60D 34,100 -4.508 25,700 30,900 -6,200

The Central Statistical Office warmed yesterday that the first-quarter trade figures were more than usually liable to revision as a new system for measuring EC trade flows settled down,

The figures showed little change in the UK's trade deficit with the European Community. Following the opening of the single market at the end of last year, cus-

4,000

trade statistics - are no longer required for movements of goods

Following the opening of the single intrastat, a system for measuring market at the end of last year, customs declarations - the old source of fore been introduced. It takes its

information from a combination of surveys and VAT returns. The CSO said Customs had received returns from traders representing about 86 per cent of the value of

the first quarter. "As a result, estimates for the first quarter are less reliable, are subject to greater revision than usual and have been shown rounded to the nearest £100m," It

## Sugar's QC denies that Venables had deal Make lottery a

By John Mason. Law Courts Correspondent

By Raymond Snoddy

Corporation.

THE BBC board of governors

will spend three days next

week assessing the perfor-

mance of every aspect of the

It is the first of an annual

series of performance reviews

to be carried out by the BBC

and included in a new-style

annual report to be published

in January when Mr John

MR ALAN SUGAR, chairman of Tottenham Hotspur football club, denied reaching any agreement with Mr Terry Ven-ables, the club's chief executive, that he would never use his larger shareholding to vote against him, the High Court was told yesterday. On the second day of the hearing over whether the

injunction preventing Mr Ven-ables' sacking should be lifted. Mr Philip Heslop, QC for Mr Sugar, said the attempted dis-missal had been properly han-dled. Even if there had been such an agreement between the two men, as Mr Venables had claimed, there was nothing to stop the board getting rid of him if it wished, Mr Heslop

"It is not right or arguable that this company has the bur-

Birt, the BBC director-general, outlined his policies for the

organisation he said that: "The

annual performance review

will be the flywheel that drives

the BBC and keeps us alert and

self-questioning about every-

thing we do."
At the three-day session

being held at a unnamed hotel

"in the Home Counties", Mr

Birt will present a formal assessment of the BBC's pro-

gramme output, efficiency,

den of having to employ Mr Venables as chief executive indefinitely," he said. Earlier Mr Martin Mann QC repeated Mr Venables' claim that when the two men took control of the club in June 1991

However, after the club's refinancing rights issue in November 1991, in which Mr Sugar increased his holding, the chairman refused to

effectiveness and the account-

The governors will in turn make their overall assessment

The programme targets will

not deal in crude audience size but will be measured against

how a particular type of pro-

gramme should have been

The BBC has been lagging behind commercial television

in the ratings - often taking now been eliminated.

of what they have heard.

expected to perform,

they had agreed not to vote

against each other.

BBC faces up to three days of scrutiny

sign a written agreement that this arrangement would con-

Mr Venables said in an affidavit that he had been "naive" to agree to the rights issue going ahead – and any trust he had in Mr Sugar – evaporated afterwards. Mr Heslop said the evidence of the majority of the board was that they no longer had any confidence in Mr Venables' ability to discharge his

cent of total viewing.

Some recent popular BBC

dramas, such as A Year in

Provence, have not only be

critical failures but also attracted low audiences.

the corporation, the governors

will be able to look at the seri-

ous potential overspends of the

past two years and whether all dangers of a recurrence have

In reviewing the efficiency of

ar's but that of the Spurs board. appointed him and the com-pany dismissed him," he said. Mr Venables himself had no right, except in very special circumstances, to reverse the board's decision. There had been no attempt to exclude him from being involved in the affairs of the company as a director, Mr Heslop said.

where this year's conference is being held in the hope of avoid-

ing the arrival of a large num-

ber of journalists at the chosen

Last year's conference at

Lucknam Park, near Bath, led to journalists assessing the

quality of the wine and the

food being enjoyed by the BBC

ment - at the expense of the

governors and top manage

The decision to remove Mr Venables was not just Mr Sug-"The company

## charity, says peer

By Raymond Snoddy

A FINAL attempt will be made in the House of Lords next week to try to transform the government's planned National Lottery into a charitable foun-Lord Birkett will propose a

series of amendments similar to those put forward by Sir Ivan Lawrence, the Conserva-tive MP, in the House of Commons but not debated. Lord Birkett is a director of

Lottery Promotion Company, a non-profit making body which has been campaigning for char-itable status for the lottery. The company believes charitable status would not only increase the money going to

good causes such as sport and the arts but would help to pre-vent political interference in the allocation of the money. It would also reduce the danger of lottery funds being substituted for existing Exchequer

Mr Denis Vaughan, execu-

said yesterday it was obvious that a national lottery should be at arm's length from gov-

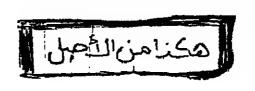
"Every other country has had difficulty with this. We must learn from them," Mr

The company believes it has all-party support for the amendments in the Lords and that government plans would hand an unnecessary amount of profit to the private sector".

The company said if the amendment was carried arts, sport and heritage could each ope to receive £285m a year from a £3bn lottery turnover. The government hopes that the lottery – which could be the world's biggest – will be launched next year.

It is intended to raise money for the arts, heritage, sports, charities and a new fund to celebrate the year 2000. Independent estimates suggest the lottery could generate

sales of more than £4bn a year.



Judgmen reserved in Clowe appeal

Berns mines support VIBO

mery a





# FINANCIAL IZVESTIA TALKS BUSINESS TO 300,000 INFLUENTIAL RUSSIANS EVERY THURSDAY.

(So can you by calling +44 71 873 4263)

The Financial Times produces Financial Izvestia, a weekly 8-page business newspaper, in partnership with Izvestia, Russia's leading quality daily.

It is printed on the FT's distinctive pink paper and accompanies Izvestia each Thursday.

As well as covering what's happening in Russia, Financial Izvestia features key international business news and the commodities and currency listings.

It is essential reading for some 300,000 subscribers in the major business areas across the CIS, in particular in and around Moscow, Kazakhstan and the Baltic States.

To find out more about advertising to these influential people, contact Dominic Good at the Financial Times in London on +44 71 873 4263. Fax +44 71 873 3428.

FINANCIAL TIMES

£5m will be available for equity stakes in companies

## Tec launches fund for venture capital

THE Northumberland Training and Enterprise Council yester-day became the first Tec to set up its own venture capital equity investments in companies in its area.

The £5m Oak Fund is part of a package of services launched by the Tec yesterday to stimulate enterprise in Northumber-

The package includes a £300,000 loan fund, the Rowan Fund, jointly financed by the Tec and Midland Bank, offering unsecured loans of up to £20,000 with interest pegged at half hase rate for new businesses and base rate for existing companies.

Northumberland Tec chief executive Mr Stephen Cowell said he believed the enterprise

which deliver government training schemes in England and Wales, were of equal value and went hand in hand.

Tecs, he told an audience of Northumberland business leaders, are not "eggtimers" through which government grants pass, but enterprising bodies which should recognise the need to take risks.

The venture capital fund, he said after the launch, did not duplicate resources available from the private sector but was a response to complaints from Northumberland companies about the difficulty of securing equity finance below £250,000. Mr Cowell said: "The enter-

prise strategy was set up to create a whole series of products outside our contract with the government. We're seeking to put our resources together risks they wouldn't otherwise

Outside consultants will guide the Oak Fund's investment decisions. It aims to take a stake, typically of about £100,000, in viable businesses for five to seven years.

Other elements of the Tec package are the Cedar Fund, a £300,000 fund jointly financed by British Coal Enterprise, offering loans of up to £50,000 at 9 per cent fixed interest, and a Training Investment Fund, through which the Tec will offer companies interest-free loans of up to £20,000 for highquality training.
Northumberland Tec is

already involved in a £10m scheme to convert Longhirst, a country mansion, into a conference centre and a campus for the University of



## School ski trips put Abta on a slippery slope

AST FEBRUARY Mr Larry Cahn, head of careers at Alderbrook School in Solihull, West Midlands, got a call to tell him the ski company to which he had paid £18,000 of parents' money

had collapsed. With 48 pupils due to leave for Austria in two weeks the news came as a shock, particularly as he had happily dealt with the company, Travels by Design, in the past. The caller, from another ski company called ESL Holidays, told Mr Cahn not to worry. ESL would ensure the trip went ahead. It did, without the school having to pay any additional money. Last month ESL collapsed.

The Association of British Travel Agents says school sid trip failures threaten its future. Claims on Abta's shortfall insurance have been so high that the association has to pay £1 of premium for each 21 of cover. Premium contributions from members are expec-

as high as last year. Like Mr Cahn, most teachers and parents emerge from ski company failures unscathed. Provided the company is one of its members Abta picks up the tab, ensuring trips go ahead. What worries Abta is the

ease with which the customer lists of failed companies are sold to other operators. Schools are usually asked to assign their bookings to the acquiring operators, which claim the failed companies' refunds directly from Abta.

Schools are happy that their trips are going ahead. The acquiring operators use the Abta monay to pay other creditors, such as hotels and coach companies. The loser are Abta, its remaining member companies, and ultimately - through the weakening of the association - the travelling public.

Last April Abta wrote to schools and education authoritles saying open-ended compensation could not continue. Deposits would be refunded only if paid less than a year in advance and only up to £25 per person. Other payments would not be returned if paid more than 10 weeks before departure. Ski operators reacted furiously, saying the letters would damage their business. This week six operators obtained an injunction suspending Abta's

Undercapitalised companies have long been attracted to the travel industry - encouraged by the low barriers of entry into the market and by the ease with which business can expand. The ski tour market, where schools are prepared to pay deposits a year or more in

ing director of Equity, one of the ski companies that took Abta to court, said: "Expansion in the travel business is quite simple. All you do is contract for more beds. You don't have to buy any new plant and tool up for the next 15 years." Mr Cahn says his school gets

brochures every year from up to 40 operators. He constantly gets telephone calls from ski companies wanting to make appointments to visit the In an affidavit to the court

hearing Abta said school trip operators "are particularly open to exploitation by the more opportunistic and even fraudulent members of the industry". There have been instances of

the company that acquires a client list having close links with the failed organisation,

to have been the case with Travels by Design and ESL. Abta has expressed concern about acquiring companies' practice of employing executives of failed groups as con-

The association has not yet decided whether to appeal against the injunction, or whether to fight its case when a full hearing takes place at the end of the year. Mr John Dunscombe, Abta's chief executive, conceded that the association would have to examine other ways of protecting its

But he insisted that the threat to the association should not be underestimated. Abta tour operators have to arrange bonds, usually equivalent to between 10 per cent and 15 per cent of turnover. If the bonds prove insufficient to

Failed travel companies are causing severe financial problems, says Michael Skapinker Mr Dunscombe doubted that

compensate customers the association draws on its shortfall insurance. In the year to the end of last month five school tour operator failures resulted in claims of £4.2m, of which the companies' bonds covered only £1.8m. The remaining £2.4m had to be met from the shortfall insurance, representing 85 per cent of claims on the fund.

Mr Dunscombe said: "The insurers, to some extent understandably, have said that this is not insurance. Insurance is meant to cover unlikely events."

Abta will have to pay 23m in premiums this year to get 23m of shortfall insurance.

Abta has been driven to the point of financial collapse before. In 1991 ski company failures exhausted its shortfull insurance. The association had to impose an emergency levy

on its tour operator members to ensure its survival.

Ahia members would agree to pay another emergency levy if the shortfall insurance was exhausted again. The associa-tion is divided about its future, with the larger companies threatening to leave unless the cost of running Abta is cut. The imposition of a levy could lead to the large groups deciding that association membership is no longer worth the

Abta will have to find other ways of reducing school operator failures

Mr Andrew Lay, commercial director of Skibound, the market leader, said Abta should rely on large operators to warn it of companies in trouble. There are a number of cases we've highlighted to Abta where we think there's a £5 margin on a holiday and this company is charging £20 less for it."

### **Smith** backs bid to restart Irish talks

By Tim Coone in Dublin

MR JOHN SMITH, the Labour leader, said in Dublin yesterday he fully supported efforts by the UK and Irish governments to restart round-table talks on Northern Ireland.

He said the 1985 Anglo-Irish agreement and reunification of Ireland by consent remained the central pillars of his party's policy on the province.

Mr Smith is on a two-day visit to the republic, accompan-

led by Mr Kevin McNamara, Labour spokesman on Northern Ireland. Mr Smith said that any renewed political talks in the north "should be on the basis of the three strands of the previous talks, and on the princi-ple that nothing should be

agreed until all is agreed".

He rejected a suggestion made in the Commons this week by Sir Edward Heath, a former Conservative prime minister, that the talks should be held without the participation of the hard-line Democratic Unionist Party (DUP), led by the Rev Ian Paisley. He is now viewed as the main obstacle to the talks' resumption because of his insistence that the republic must drop its territorial claim to the prov-

Mr Smith said: "The DUP won 17 per cent of the vote in the recent local elections and that has to be accepted as a

reality." He said Sinn Feln, the political wing of the IRA, could also be accepted into the talks pro-cess, "but they must first renounce violence". Labour "would not want to have any

talks with Sinn Fein". But Mr Smith respected the recent moves by Mr John Hume, the leader of the nationalist Social Democratic and Labour Party in Northern Ireland, to hold a series of discussions with Mr Gerry Adams, the Sinn Fein leader, to find a way of bringing an end to the IRA violence.

Mr Smith said this "took a great deal of personal courage and bravery".

mesi





On Tuesday June 29th 1993 the Financial Times will launch a new quarterly supplement .... the FT Exporter. Written by Financial Times journalists from across Europe, the FT Exporter will show, through a variety of case histories, how orders were won and what practical problems were overcome.

Produced as a separate section in the Financial Times, it will review current trade issues affecting exporters across Europe, blending news, analyses and market opportunities for companies of all sizes.

To advertise in the FT Exporter and reach Europe's business decision makers contact .....

Derek van Tienen on Telephone +44 71 873 4882 Facsimile +44 71 873 3062



## Company 'equipped Iraq testing complex'

supervisory and relate to the

construction of the building

and the installation of the

safety and general monitoring equipment which has already

been delivered . . . all this equipment is directed exclu-

sively to the physical safety of

those who conduct the

sitive defence-related contracts

to Iraq and Iran in the 1980s.

that the contract for construc-

tion of a concrete bunker and

Mr Collins told the inquiry

GOVERNMENT-owned defence company equipped an Iraqi complex which could have been used for testing mis-siles, including Exocets, after ministers justified the contract, the Scott arms-for-Iraq

inquiry heard yesterday.

Previously classified Whitehall documents read out by the inquiry's counsel Miss Priscilla Baxendale QC show that ministers approved the contract involving International Military Services after ignoring warnings from Foreign Office officials that the complex had a potentially lethal military use. The final go-ahead for the project was given after Mr Norman Lamont, towards the end

of his period as minister for

defence procurement, had

THE GOVERNMENT plans

social security savings of about

£5bn a year by the end of the

century in order to stabilise its

proportion of public spending,

A second batch of docu-

ments, said to be from within the Department of Social Secu-

rity, came to light a day after

the Tories faced a damaging

row provoked by the leaking of

plans to cut substantially the

cost of invalidity benefit. The

proposals were to tax it, make

it less generous and focus it

While ministers dismissed

Labour's attack as further

scare-mongering, Tory back-

benchers still appear uneasy

about the prospect of further

months of speculation and

reports about public spending

more on the long-term sick.

Labour said yesterday.

By Alison Smith

The following is an extract from a letter marked "confidential", written by Mr Nor-man Lamont while he was minister of state for defence procurement, to Timothy Renton, minister of state at the Foreign Office, on February 23

insisted that the contract did not significantly enhance Iraq's military capability. It was also argued at ministerial level that the contract was not subject to the guidelines as it had been signed before they were introduced.

The documents also show that ministers decided that the completion of the IMS contract in 1986 should be kept secret so as to avoid a potential political

Leaked papers propose

£5bn social security cuts

unified Budget in November.

Labour spokesmen set out

some broader points about the

future of contributory benefits

and also implied other benefits

Mr Gordon Brown, shadow

chancellor, said that the £5bn a

year saving by the end of the

century envisaged in the

papers was almost four times

the £1.3bn saving from

changes to invalidity benefit

But Mr Peter Lilley, the social security secretary, denied that the long-term

review of his department's

280bn spending was Treasury-

Instead, it was intended he

said "to make sure vulnerable

people are protected, and to

make sure the whole system is

sustainable and does not

outstrip the growth of the

would have to be cut.

The papers released by

answer any criticism that the participation of this whollyowned government organisation is improving the Iraqi capability to attack shipping

"The remaining IMS responsibilities in this contract are The existence of the IMS project first surfaced in a

report published by the Finan-

cial Times in July 1991. Both the MoD and IMS refused to comment at the time. Further details of the project emerged yesterday during oral evidence given to the Scott inquiry by Mr Alan Collins, a senior Foreign Office official who was chairman of the inter-

departmental government com-

mittee in charge of vetting sen-

at why the number of people

people had been remain-

ing on the benefit for

Mr Donald Dewar, the

shadow social security secre-

tary, highlighted the paper's

admission that introducing

means-testing for invalidity

benefit would be such a funda-

mental change that it could

lead to assumptions that a sim-

ilar approach would be

extended to other contributory

The move would undermine the principles of the welfare

he mid.

installation of safety and monitoring equipment had first n negotiated with the Iraqis in 1961 when the government had agreed fully to guarantee it financially in the event of

non-performance. But the subject of its completests and the weapons . . . "The discreet test equipment for the weapons will be supplied and installed (after IMS has left the site) by French contractors . . .

These contractors are already engaged in the testing

inter-departmental controversy after Mr Collins and Mr Richard Luce, then minister of state at the Foreign Office, had argued with defence officials that it ran contrary to the guidelines restricting defence exports to Iraq announced to parliament to October 1985. In a minute dated August 30

1985, apparently based on intelligence information, Mr Collins wrote: "We need to keep a

the nature of the IMS work involved and the fact that the missiles are already being monitored and tested in temporary facilities convincingly demonstrates that the IMS work cannot be interpreted as a real enhancement of Iraqi war effort . . . "

could be used to support Exo-

Asked by Lord Justice Scott whether he thought it was unsuitable for a governmentowned company to be involved in such a project, Mr Collins replied: "We felt it should be debated and we wanted to be assured at the highest level that it fell within the guide-

Under the guidelines

e then foreign secretary Sir Geoffery Howe, no defence equipment should be exported to Iraq or Iran that would sig-nificantly "enhance the capability of either side to prolong or exacerbate" the conflict between the two countries.

A high-level source close to the Scott inquiry said after yes-terday's hearing that evidence given during the periodic oral hearings so far, were only the "tip of the iceberg" of what is being gathered from a mass of previously classified documentation and written evidence. The publication of the report may not be ready before the end of the year.

The oral hearings continue next Tuesday with evidence by Sir Stephen Egerton, the former British ambassador to

### Move to reopen talks on Pool Re

INSURERS moved yesterday to reopen negotiations with the government-backed reinsurance company which covers business against losses from terrorist attack, Richard Lap-

On Wednesday Mr Ian Rush ton, outgoing chairman of the Association of British Insurers, said member companies were reviewing their participation of the scheme, set up earlier this vear after terrorism was withdrawn from commercial insurance policies.

Mr Alan Bridgewater, who takes over as chairman of the Association of British Insurers next month, said he was concerned "to engage in a constructive discussion with the DTI to review the whole scheme as quickly as poss-

Mr Bridgewater, however, said he "felt strongly con-cerned" about the lack of consultation by the DTI on the

The row between insurers and the government follows protests earlier this week from the Confederation of British Industry and other business organisations about planned increases in premium rates at

Rates for some of the largest buildings in most exposed areas such as central London will rise more than 300 per cent next month. Businesses in less vulnerable parts of the country will benefit from rate

#### Nalgo signs deal with agency

NALGO, the public service union, yesterday signed an agreement with Reed Care, a large employment agency, which will encourage union membership among temporary social workers.

Under the one-year agree ment Reed Care will urge its temporary workers to join Nalgo and the union will recommend the agency to local

The deal appears to check the trend towards the greater use of non-union temporary workers. Nalgo said it "provided a structured approach to the use of temporary workers who in the past have been a source of considerable irritetion to our members".

Reed Care has pledged not to supply temporary care staff as replacements for workers involved in a strike. It will also advise its temporary workers not to cross official picket

#### Government plan creates 200 homes

MORE THAN 200 homes have been created by turning vacant property above shops into comfortable flats, housing minister Sir George Young said yesterday. He said that of the £5m allocated to the Flats over Shops scheme in its first year of operation (1992/93) the indications are that almost all of it,

£4.7m, had been spent. Sir George, visiting a acheme in Brixham, Devon, said: Bringing flats over shops back into residential use not only contributes to the growth of available housing for rent, it also brings life back into our town centres, improves shop

"This scheme has encouraged shop owners to recognise the potential financial gains which can be realised by bringing into use accommodation over retail premises."



John Major salutes the appliance at the end of his speech at the Conservative party Welah conference at Llangollen yesterday

### Ministers weigh up the benefit of making cuts

WHILE public spending has increased by half in the past five years, invalidity benefits

That gives government ministers good reason to examine this area of social security as part of the effort to tackle the fiscal deficit - likely to be £50bn this financial year without further increases in

in 1992-98 invalidity benefits cost the taxpayer £8.1bn out of social security spending of £79.2bn. Five years earlier invalidity payments came to 23bn compared with total outlays on social security of £48.9bn. Invalidity benefits now account for nearly 8 per cent of the cost of social security, up from 6 per cent in

People receiving these allowances have increased from 1m five years ago to 1.5m last year. For all the obvious political risks involved, the idea of cutting these payments has some practical advantages. Invalidity benefits add up to one of the larger areas of social security spending, which accounts for almost a third of total gov-

ernment spending. Efforts to reduce state pengions - responsible for nearly half the social security bill - or child benefits would provoke outcries from a wide cross-section of society. Targeting invalidity benefits may be less politically risky.

There are three main ways to cut the benefits: make them taxable, crack down on the criteria used when handing them

The benefits are typically

5.000 4.000

peid to men in their 50s who have lost their jobs and are construed by social security officials as unfit for work. While a person on unemployment benefit gets about £45 a week, if he or she can be categorised as unfit for work the sum goes up to £56. An extra £12 allowance is available if the man or woman is under 40. Evidence weighed up

includes a written assessment from the individual's doctor and, significantly, the likeli-bood of employers hiring them. During the recession, which has been accompanied by a steep rise in unemployment, individuals with even mild disabilities have been less likely to get jobs. That has been both because of the large numbers of able-bodied people on the jobs market and because employers struggling to cut costs are less prone to make allowances for people capable

of working anything less than

flat-out.

In the 1980s a person on invalidity benefit might after a year or two have been able to find a job and leave the social security register. In recent years this has been far more difficult. Ministers suspect that doctors find it hard to resist pleas to certify patients as unfit to work. They are considering a more rigorous medi-cal test to target the benefit on the genuine sick and disabled.

A second reason why the numbers of people on these allowances has risen is probably because they pay more than unemployment benefits. When unemployment benefit runs out after a year the only henefit available for those not getting invalidity benefit are means-tested - excluding peo-

### Major warns of tough spending curbs

MR JOHN MAJOR wrged Tories yesterday to face up to the prospect of tough public spending curbs and said the Conservatives' priority should be to listen to "the heartbeat of

The prime minister told the Walsh Conservative conference that all public spending had to be reviewed because "we are not prepared to see an ever-'mortgage our children's

future" through massive public borrowing. But he said many proposals for saving money may be discarded once exam-

He said Tories had to go "into the living-room of the three-bed semi-detached house" to "understand what it is that people actually want."
"It is the answers to these questions which determine where the heartbeat of Britain

Firstly people wanted jobs, "to provide for their families and themselves." People wanted medical care and financial support in their old age. He said he also wanted to encourage boma ownership. He implicitly admitted to a failure of leadership - but not

just by him, saying: "It is when those fundamental securities seem uprooted that most peo-ple feel most threatened. And that, right the way across Europe from one end to the other, that's what has hap-

He spent much of his off-the-

cuff speech defending Mr John Patten, the education secretary. He said too many children were failing at school on basic skills. What can they do? "They cannot all be prime min-

But the first priority of his speech was to convince Tory supporters that the govern-ment had a sense of direction. His self-deprecating jokes, and unassuming delivery went down well with delegates at the Tory conference in rain-drenched Llangollen.

## Names to fight EGM restrictions

By Richard Lapper

CAMPAIGNERS acting on behalf of loss-making Lloyd's Names are seeking to overturn a rule change imposing new restrictions on the ability of Names - individuals whose assets support the market - to call extraordinary general

the 1982 Lloyd's Act.

Peter Marsh

general meeting from 100 to

Mr Richard Astor, the lawyer, has said he will campaign to overturn a rule change at Lloyd's under section 6(4a) of The act says that the market

must submit a byelaw, amendment or revocation to a general meeting of the society if requested to do so by 500

extraordinary general meeting to liquidate Lloyd's was made more difficult this week when Lloyd's raised the minimum number of Names' signatures needed for an extraordinary

Meanwhile, in a separate development, it has emerged that managers of a number of syndicates at Lloyd's insurance market are taking issue with proposals in the Lloyd's busi-ness plan to limit the commission income paid by Names to their managing agents.
The plan, published by

Lloyd's in April, ordered an immediate cut in managing

Mr Astor's goal of calling an 0.5 per cent of capacity (the ctraordinary general meeting amount of premium income syndicates are allowed to underwrite) in 1994 and 0.4 per cent of capacity in 1995.

The business plan also said that managing agencies would not be allowed to distribute any profits earned on fees, but would be obliged to retain them within the

Charman Underwriting Agency, which manages marine syndicate 488, and the managers of several other syndicates which have charged higher fees, have "given notice" to members' agencies that they are reviewing their

It is understood that some of

the managing agencies are unhappy about the the new rules and may even leave the market unless changes are

Some agencies face a drop in income of as much as 70 per cent because of the change One agent protested that the business plan was too proscrip-tive and that there had been neufficient consultation with businesses at Lloyd's.

Members' agencies yesterday played down the importance of the moves. "We regard it as chairman of one of the largest Lloyd's members' agencies. We believe these syndicates

will continue underwriting

front security, and turns a drain on a landlord's resources into an assured income.

## Desperately searching for some common ground

David Goodhart and Alison Smith on the Labour leader's uphill struggle for one member, one vote

T HAS not been a bad week for Mr John Smith, the Labour leader, whose Commons performance on Wednesday raised the flagging morale of his party and increased the government's

But earlier in the week the three seaside union conferences which rejected the Smith plan for reforming the party's links with the unions were a rude reminder that his leadership still faces a critical

summer-time test. The Smith camp, and other supports of "one member, one vote", are adamant that they can still prevail in spite of the clear majority of votes at this year's Labour conference that are committed against removing the unions from selection of political candidates.

Mr Smith is said to be absolutely determined to have his SUPPORTERS of electoral reform in the Labour party yesterday won the support of the executive council of Britain's biggest union, the TGWU, which agreed to support change to the existing

way and, according to one official, is "spitting blood" about the role of Mr John Edmonds, the leader of the GMB general union, in blocking his

If he could yet win he could boost his national leadership rating, much as Hugh Gaitskell boosted his in the 1950s by taking on the unions and the left. On the other hand, if he loses, some opponents and supporters believe it could be a

fatal blow to his leadership. One sympathetic union official said: "Having put the issue of union power into the limeto support change was made after a consultation process in the union. It did not specify which alternative voting system it favoured. Mr Bill Morris, TGWU general secretary, light he cannot afford to lose.

electoral system. The decision

If he does lose he will not be able to say anything without being accused of being the mouthpiece of producer inter-

Over the weeks leading up to the September conference the possible compromises will no doubt be closely examined, and the committee which has examined Labour-union links may be recovened to try to find

The trouble is that compromise between the two positions now staked out is hard to find. In order to repair some of the

union Ucatt had started. He said there was a clear logic to a merger as Ucatt and the TGWU were the two biggest unions in the industry. damage to union pride created by the anti-union tone of the debate in the immediate after-

also announced that tentative

merger talks with the building

math of election defeat, supporters of reform will emphasise how much they broadly approve of the union role inthe Labour Party and stress the plan to offer cut-price membership to union members.

There is no obvious half-way house between one member, one vote and voting as a union member. GMB and Nupe officials say that political levypayers who sign a Labour supporters register would be vot-

the Labour Party rather than just union members, and that the register is thus an acceptable compromise. But such a deal would be seen not as a compromise but as a victory for the union barons.

The only realistic way out would be to postpone the issue for another year - but that merely leaves the problem unresolved and open to exploitation by political

So how is Smith going to win? Some supporters say that when the union leaders see how serious he is they will change their minds, or at least abstain, at the party conference and thus let one member, one vote prevail.

Others suggest that although there might be a clear majority against the Smith position it will not unite around any altering as associate members of native. The TGWU general

likely yesterday by deciding not just against the Smith position but also the GMB-Nupe register. A new system has to be

established because the old one

union made this outcome more

has been abolished. An impasse might give Mr Smith the opportunity to impose his own solution by default. According to some of his supporters he could make this

But would he do it? He is known more for concilfation than confrontation, and in spite of his attachment to the principle of one member, one vote he has never seemed convinced that a significant distancing from the trade

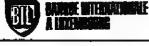
"back me, or sack me" issue

unions is a necessary condition of a Labour victory. This could become as much a question of face as of principle for Mr Smith.

ISSUE OF UP TO \$ 600,000,000

BANQUE FRANÇAISE DU COMMERCE EXTERIEUR FLOATING RATE NOTES DUE 1996 OF WHICH US \$350,000,000 IS BEING ISSUED AS THE INITIAL TRANCHE

Please note that the rate for the period May 24, 1993 to November 24, 1993 relating to the above issue is 3.23% and not 3.25% as initially published. Fiscal Agent



#### **APPOINTMENTS**

#### FINANCIAL CONSULTANTS

Leading international investment group requires 2 financial consultants to develop Scandinavian business. Applicants, aged 25-30 and educated to MBA standard, must be fluent in at least one Scandinavian language and one European language in addition to English and have good interpersonal and communication skills. Enthusiasm and entrepreneurial flair for prospecting, selling and marketing, understanding of Scandinavian culture and business practices and an awareness of international business is essential. Salary circa US\$30,000.

Please write in strictest confidence, enclosing full cv to Box B1212, Financial Times, One Southwark Bridge, London SE! 9!!L.

### FINANCIAL TIMES

Number One Southwark Bridge, London SEI 9HL Tel: 071-873 3000 Telex: 922186 Fax: 071-407 5700 Saturday June 12 1993

### Hard choices for Mr Clarke

POSTERITY WILL judge Mr Lamont more kindly than did Sir Norman Fowler. It could hardly do otherwise. The question that matters, however, is how it will judge his bouncy, bluff successor, who announced only this week his desire to strengthen the "real economy". Will he be judged "brilliant" three years from now, to be denigrated subsequently as another in a lengthy line of "dash for growth" Tory chancellors?

British postwar chancellors of the exchequer are either unpopular in office, because they have to clear up the mess made by their predecessor, or they are unpopular after leaving office, because they made the mess their predecessors must clear up. Mr Lamont can comfort himself with the thought that he is in the first category. He is so doubly. The ex-chancel-

lor's predecessor but one, Nigel Lawson, presided over the economic expansion of the latter part of the 1980s. The ex-chancellor's immediate predecessor, John Major, decided to put sterling into the ERM at a central rate of DM2.95. The first bequest led to the subsequent recession. The second blocked off the escape route when it was desperately needed. Mr Lamont could do little but cope with the inevitable unpopularity. He was hapless rather than tragic, but hapless he certainly was.

Despite the limited room for manoeuvre he enjoyed, Mr Lamont was even something of a reformer, notably over fiscal procedures. He will be remembered for the new top-down approach to the control of public spending; for the multi-stage Budget introduced in March; and for the unified Budget, first due in November this year. He will be noted also for designing a post-ERM framework for consolidating low inflation, which includes the 1-4 per cent inflation target, the monthly monetary report and the Bank of England's inflation report.

Specious arguments

Mr Clarke does, in short, inherit much of value from his now universally denigrated predecessor. It includes an opportunity for sustained growth. Unfortunately, his temptation will be to throw it away. If Mr Clarke is to recognise the dangers he faces and the opportunities he enjoys, he must first see through some of the specious arguments he is being

Some of those who blame the ERM for everything wrong with the economy fail to admit they have really been against the costs of lowering inflation. Some of those who say that monetary and fiscal policies must be targeted at real economic growth fail to say that they do not care about higher inflation. The first group was

against lowering inflation. The second is against keeping it low. Neither approach is acceptable.

The warning was properly given by Mr Eddie George, the next gov-ernor of the Bank of England, on the very day that Mr Lamont fired his missile at the occupants of the front benches. Sound money, said Mr George, "is about jobs and investment; it is about living ... standards; it is not just the abstract ideal of a crusty, academic profession".

Headless chickens

Stopping inflation is painful. It is painful for those who bought houses in the belief that prices could only go up. It is painful for property investors. It is painful for the banks. It is painful for those who lose their jobs. To have paid so much for lower inflation was quite bad enough. To have to undergo the agony once more would be unforgiveable.

It is hard to be optimistic, however, since success depends on the judgment of politicians subjected to the panics of a few hundred headless chickens behind them and the often unrealistic expectations of the millions of their masters in front. Policymaking is also going to be exceptionally difficult. The debt-encumbered recovery now under way has no postwar precedent. Experience elsewhere suggests further cuts in interest rates may well be needed. But how far can interest rates be cut and how much should fiscal policy be tightened to compensate?

Nothing will be more difficult than the fiscal policy decisions. The least the chancellor can do is keep to existing spending targets. These are tight, allowing an increase of only about 2 per cent in real terms between this year and 1995-96. They will not be achieved without making tough decisions even in sensitive areas. So what does Mr Clarke mean when he says he did not come into politics to dismantle the welfare state? Is invalidity benefit sacrosanct? What about mortgage interest relief and other perks for the middle classes? And why is income tax to be left out of the fiscal equation? If the budget deficit needs to be tackled, those who earn most will have to contribute

What Mr Clarke intended when he set sustained recovery as his aim will be shown by how he makes such choices. At each point, there will be both more pru-dent and riskier options. At each point, arguments will be made in either direction. A disastrous chancellorship is one in which every decision is taken in the riskier direction. Recovery will come. Mr Clarke must persuade his party to allow him to err towards caution.

e have a politician at the Treasury. Emerging this week from the after his elevation to the chancellorship, Mr Kenneth Clarke had a simnle message for those seeking to second-guess his economic strategy: they should look at where he came

For those unfamiliar with his background, he filled in the details. His convictions and opinions had been shaped in Nottingham - a place where people got their hands dirty, where the priority was to get a job, to earn a living. And the new chancellor had not torn up his roots: "I hardly know the City...I only come to London because I have to come here to do the particular work I have to do."

Unintentionally, Mr Clarke told us something else. As his demoral-ised backbench colleagues roared with approval during his first House of Commons performance as chancellor, he confirmed his status as the most powerful force in the cabinet. Mr John Major has pinned on his new chancellor his remaining hopes of survival in 10 Downing Street. But Mr Clarke has been annointed heir apparent, should the Conservative party fail to recover its collective nerve. His first outing as chancellor could not have been more successful. At lunchtime on Wednesday he charmed the parliamentary press gallery with his witty but serious insight into the politics which will drive his economics. By 9.30 that night he was restoring hope to the Tory MPs who had been left stunned by Mr Lamont's blistering attack on the prime

Those waiting for what he termed the "odd quip about the monetary aggregates" had to be satisfied with an assurance that as a former lawyer Mr Clarke had "handled money". He also had friends who worked in the City. He was "not bad" on the geography of the Square Mile.

There was, however, a short, sharp description of the framework in which his economic strategy would be shaped. Introducing a new label into the political vocabularly, he put himself in the "hard centre" of Conservatism - pro-Europe, pro-free market economics and pro-enlightened social reform.

Combine that with his personal background and it produced a chancellor who was committed to industrial and economic expansion, and to providing opportunities for people to improve their living standards. After all, as he put it, "that's the point of the whole thing -

he mud and vitriol flying around Westminster this week have failed to upset the City of London. Whatever the criticisms of John Major and his government by Norman Lamont, sterling has stayed steady and the stock market has edged up. For all the confusion over the

policies of the new chancellor, Kenneth Clarke, who at times this week has seemed on the brink of a dangerous policy of dashing for growth, long-dated gilt-edged yields have been edging lower, perhaps implying growing confidence on the part of investors. Alternatively, UK government

bonds may simply have been mov-ing in line with a firmer trend across Europe, and ignoring local upsets. "People aren't sure whether this week's events matter. The UK government has long been perceived as being quite weak," says Michael Sunders of Salomon Bros.

Kenneth Clarke must back up tough words with decisive action, writes **Philip Stephens** 

## Muck, brass and plain talking

billion

3×4000 7 7×5>9×46

growth and employment".

But for so consummate a politician as Mr Clarke, this week was the easy part. Anyone can change the rhetoric of policymaking. There are many in the Treasury who have been worried for some time that the uncompromising language in which the government has framed its antiinflation commitment had begun to distort the basic objective of economic policy.

Mr Clarke has restored the bal-

ance, reminding people that the containment of inflation and a modicum of fiscal prudence are means to an end rather than ends in them-

But the chancellor - who next week will follow his message to the politicians with his first attempt to win the confidence of the financiers - faces hard decisions. His inheritance does not live up to the unal-loyed optimism of his predecessor. True, Britain is one of few west-

ern industrial economies showing real signs of growth. The headline inflation figure is the lowest for 30 years. A sharp fall in wage settlements and depressed international prices are reassuring. So there is little debate in the

Treasury about the stance of monetary policy. Some believe that interest rates at 6 per cent are fractionally too high; others might like to see them move up slightly. Any argument though is at the margin. But the recovery is still fragile, vulnerable to the slide into recession of most of Britain's principal export markets. Inflation will soon begin to creep up in response to the delayed impact of devaluation.

And then there is the "iceberg Mr Clarke's word - upon which it might all founder: a £1bn a week borrowing requirement equivalent to 8 per cent of national income. Those who have spoken to the chancellor about his priorities since

his appointment detect no great dif-

stance of his attitude to inflation.

His presentation is different - relative price stability is a necessary but not a sufficient condition for economic growth. But there has been no hint that he wants to relax the aim of monetary policy. In next week's speech at the Mansion House he will reaffirm the 1 to 4 per ference with Mr Lamont in the sub-

HM

REASURY

ling's exit from the exchange rate mechanism. As Mr Clarke commented: "I have no intention of putting a sponge right across Norman Lamont's economic siste".

But his approach to the public borrowing requirement is more opaque. He said several things this

be reduced if recovery was to be sustained. The second, that in stick ing to the Treasury's spending targets, he had no interest in dismantiing the welfare state - suggestions of hotel charges in hospitals and of notes charges in nospitals and prescription charges for the elderly-were given short shrift. The third was that his political instincts did not incline him - as some reports had suggested - towards increasing income tax in his November budget.

On one level he was simply recog-

The first was that the deficit must

nising political realities. The more draconian proposals thrown up by the Treasury's review of welfare spending would never muster a majority in the House of Commons. Why not discount them now? Nor in the present state of the Tory party is it sensible to start talking even about the possibility of raising income tax.

But observers both inside and outside of government were left wondering how, if spending was not to be cut and taxes raised no further, Mr Clarke planned to square the circle. (One of the striking things about the new chancellor is that he tends to say the same things in public as in private).

There was one clue to his think-

Insurer

Zenecu

TSE :

2865

ing. In his references to the cause of the deficit Mr Clarke suggested that the causes were "mostly" cyclical. The implication is that a resumption of growth will solve most of the problem. Restraining increases in public spending to below the rate of growth of the economy - and the delayed tax increases already announced by Mr Lamont could deal with the remainder over time. It is a plausible strategy, but one fraught with risk. Nobody in the Treasury is sure just how much of the deficit can be attributed to the recession. No one can confidently

predict the lags between the economic upswing and a commensurate adjustment in revenues and It may be that the uncertainties will demand a political as much as an economic judgment. All the choices - cutting rather than con-

taining spending, raising taxes, and waiting for economic recovery pose a formidable test of nerve. A mistake might well be fatal. In two weeks at the Treasury Mr Clarke has exhibited effortlessly all of the political skills his predecessor

lacked. He is confident, compative. He might yet spend as short a period in his present office as did Mr Major. But the politician at the Treasury will soon have to follow words with actions. It takes more than an empathy with the real world of the industrial Midlands to run the economy.

### Still on an even keel

Barry Riley on the City's reaction to the new chancellor

over interest rates has subsided. 'Lamont's remarks will make it more difficult for Clarke to cut interest rates," says Roger Bootle, chief economist of Midland Bank. He argues that a rate change would now have to be solidly justified by economic evidence - for instance, slow monetary growth and a faltering recovery - rather than by political convenience (which Lamont implied had motivated the last

cut on January 26).

David Shaw, who heads investment strategy at one of the biggest life assurance groups, Legal & General, says the key decisions may not be made until the autumn. "We

A minor flurry of speculation are worried that the emphasis will be on public spending cuts rather than tax increases," he says. In the meantime, however, "nothing much will change for several months". The City expects a quiet period while Clarke masters his brief. So although he is about to make a big speech at the Lord Mayor's Guildhall dinner on Tuesday, an event at which the chancellor normally discusses the technicalities of funding policy and monetary strategy, tension is low.

"I don't think it is realistic to expect anything very new," says Kevin Adams, UK bond strategist at the leading government bond house, Barclays de Zoete Wedd.

Despite all the initial speculation that Clarke might overthrow the discredited Treasury advisers and strike out afresh, beginning with cuts in short-term interest rates, the markets have quickly come to a more conservative judgment. Since Clarke was appointed on May 27, short-term sterling interest rates have tracked sideways and, although the sterling exchange rate index initially eased a little, this

week it has been rallying.

Demand for sterling bonds has also picked up. "Gilts have ignored everything this week." comments Robert Thomas, head of research at NatWest Capital Markets. "The government is pretty well hemmed

in. It's less likely now that we will have an interest rate cut."

Investors elsewhere in Europe are now being attracted into sterling bonds by high interest rate differentials. Not only are they buying gilts, but some hefty corporate bond issues, including £250m from British Gas and £150m from Marks and Spencer, have been mopped up within the past few days.

"The Germans are becoming quite enthusiastic about gilts, notes Stephen Lewis of London Bond Broking. The markets, he warnings of Eddie George, who becomes governor of the Bank of England next month, that interest rates should not be cut at present.

Mr Lewis comments that the City was not sorry to see Lamont go. Clarke, as he juggles growth rates against interest rates and fiscal deficits, is for now in a position to be "all things to all men".

#### MAN IN THE NEWS: Richard Riordan

### White mayor's burdens

ichard Riordan, the finan-cier and property developer elected mayor of Los Angeles this week, has been described as "LA's version of Ross Perot". A multi-millionaire who has never held public office, Riordan spent \$6m of his personal funds to sell himself to LA voters.

Like Perot, Riordan won votes by promising to apply his business skills to create jobs and improve the economy. Unlike Perot. however, Riordan must now move beyond criticising the political establishment and demonstrate his ability to use his office, rather than his money, to influence events in the second-largest US city.

His personal wealth of about \$100m has been derived from invest-ment banking and property after he was left \$80,000 by his father, a New York Irish immigrant who became a department store president. Riordan was the youngest of eight children, and graduated from Princeton with a degree in philosophy and Michigan with a law degree. He moved to LA in 1956 to work for a law firm. By 1984 Riordan had formed an investment banking firm with two partners, and was on the board of Mattel, the toymaker, which faced insolvency when the video game market crashed. He was a leader of a group of investors which bailed out the company in a \$200m-plus buy-out. About 800 Mattel workers in southern California lost their jobs when their factory closed. Riordan netted an estimated profit of at

The problems he faces as mayor could dwarf his former business challenges. Next month, he will take over the leadership of a city still scarred by last year's riots, bristling with racial tensions and struggling to boost its

flagging economy.

Riordan's first priority must be to repair the damage of a bitter and divisive election campaign. Although he won 56 per cent of the votes cast in Tuesday's election, his supporters were predominantly white, suburban and affluent. He won 67 per cent of the white vote, but only 14 per cent of the black vote, according to a poll by the Los Angeles Times. Among Asian-Americans, 31 per cent chose Riordan; and 43 per cent of Hispanics voted for him. Former busines associates dis-

agree that Riordan played on the fears of white voters, accentuating racial tensions. "I've known Dick for 20 years, and he is conservative on some issues but a social liberal on others. He will represent all the people of Los Angeles," said Ray Remy, president of the Los Angeles
Area Chamber of Commerce.
Riordan pledged on Wednesday to
"unite Los Angeles", but minority

groups remain sceptical. "Tm not particularly optimistic," said Dolly Gee, co-chairman of Asian Pacific Americans for a New LA, a coalition of Asian community groups. "Other than his recent attempts to appeal to community groups, he does not have much of a track record on being involved in the

While acknowledging Riordan's philanthropy, Ms Gee said: "Giving money to charitable groups is not synonymous with having an under-standing of the problems." The mayor-elect "lacks hands-on experi-ence in trying to unite the diver-gent interests of different segments

of the community". However, Riordan has tried to dispel concerns that Los Angeles will be governed by a "group of white men in sults". "My administration are already evident. On Thursday,



will be made up of Democrats. Republicans and independents, people of every race, creed, colour and sexual orientation." he said.

His first appointment has been to name his business associate and campaign chairman, William Ward-law, who was also involved in President Bill Clinton's California campaign, to lead the effort to hire members of the new city administration. Others who might be involved include a handful of

minority supporters. in particular, Riordan must reach out to the black community, which solidly backed his opponent in the mayoral race, Michael Woo, a Chiness-American liberal.

Riordan's ability to work with abote and federal recommendations.

state and federal government will be crucial in his attempts to revive LA's economy. Despite having presented himself as a "political outsider" during the campaign, his connections in Sacramento, the state capital, as well as in Washington, Riordan met California governor Pete Wilson, a fellow Republican. LA's business community can be relied on to rally round the mayorelect. "We support his efforts to retain jobs, not raise business taxes, and increase the number of police officers on the street," said Mr

Yet even Riordan's supporters question whether his business skills can solve LA's problems. Mr Remy notes: "It is one thing to negotiate to buy a building or a parcel of land and quite another to deal with the intricacies of city, state and federal politics. That can be very frustra-

Nor does the business community wholeheartedly support one of the main planks of Riordan's election campaign - a plan to privatise such city services as rubbish collection and to lease the Los Angeles International airport to private operators to raise funds to pay for 3,000 extra

police officers. It already appears that Riordan may have to find other ways to fulfil his campaign promise to expand the police force, thus reducing crime and attracting business. Raising taxes might not be the answer, as this could alienate important

Republican supporters.
The question is whether Riordan, the businessman, can become Mayor Riordan, the political consen-sus builder. "Dick has not been outside the political process, he has been a close observer through his many dealings with the city," says

Indeed some regard him as the "consummate insider". "He is a political power broker who has exerted his influence through politi-cal contributions," says Ms Gee. As mayor, Riordan will have a

forum but few funds. His immediate problem will be to attract state and federal money to resolve the city's looming \$500m budget deficit. He will be judged, however, on his ability to win the support of those who either didn't vote for him, or didn't

vote at all.

Louise Kehoe



EXPORT PROMOTION CENTER OF IRAN

## IRAN WEEK

A MAJOR EXHIBITION PROMOTING GOODS MANUFACTURED IN IRAN

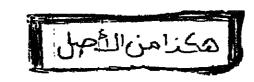
AT THE RED HALL IN THE BARBICAN CENTRE **LONDON, EC2Y 8DS** 

> 28<sup>™</sup> JUNE - 4<sup>™</sup> JULY 1993 10.30-17.30 hrs

EXHIBITION GOODS WILL INCLUDE THE FOLLOWING: CLOTHING, SHOES, TEXTILES, LEATHER, LIGHT ELECTRICAL GOODS, HANDICRAFTS, HANDMADE CARPETS, DOMESTIC GOODS, SANITARY WARE. FASHION ACCESSORIES, CERAMICS, DRIED FRUITS, MARBLE, LAMPS, GLASSWARE, DETERGENTS, LIGHT ENGINEERING GOODS, TV'S, MACHINE MADE CARPETS, AUTO SPARES, MOTORCYCLES, MUSIC CASSETTES, AND OTHER ITEMS.

COORDINATED IN THE UK BY THE IRAN OVERSEAS TRADING COMPANY (IOTC). FOR FURTHER INFORMATION CALL IOTC ON TEL 071 638 3315 FAX 071 638 3317

Nearest Underground for the Iran Week Exhibition - Barbican (Metropolitan, Circle, and Hammersmith and City Lines)



#### t will be Hog Heaven. About 60,000 leather-clad motor cyclists will rumble into the US city of Milwaukee today to celebrate one of the greatest icons of American popular culture - the Harley-Davidson motor-

It is 90 years since the first crude Harley was assembled in the Davidson family's Milwaukee backyard, and to mark the occasion convoys of bikers have spent the past week riding their Harleys – which enthu-siasts call "hogs" – to the city from every corner of North Amer-

Today they will party. By the shore of Lake Michigan they will eat, drink and rock to the sounds of ZZ Top, a band whose members ride customised Harleys known as Hog-

Some of the aficionados will get married, taking their vows in a riot of gleaming chrome and buffed leather on the front steps of that holy of holies, the red brick Harley-Davidson headquarters building. The brides, naturally, will wear

But this is much more than a birthday party. It will also celebrate the revival of a company which 10 years ago seemed to be at death's door, another example of an industry killed by competition from

Instead, Harley has beaten back rivals such as Honda, Kawasaki and Suzuki, and its share of the US market for big bikes (over 850ccs) has risen to about 60 per cent from a nadir of 28 per cent in 1983, even though the overall market has dropped substantially during the

Harley is starting to focus more on international sales, where it sees big growth potential, since it has only 10 to 15 per cent of the market outside America.

However, its machines are so popular in the US - despite often having a much higher price tag than Japanese rivals - that the company

describes his latest

blockboster film Juras-

sic Park, which opened in the US last night, as "not

science fiction but science

eventuality". The Hollywood

publicity machine has made

sure that most Americans

already know its plot: scientists use genetic engineering

to create a theme park with

real dinosaors which then run

timing that the best Holly-

wood hype merchant could not

have matched - the venerable

British research journal

Nature published evidence

suggesting that the movie is

slightly less far-fetched than it

may sound. A Californian

research group including Dr

George Poinar, a scientific

extracted the first samples of

genetic material (DNA) from

Admittedly, the 120m-year-old DNA came from an extinct

weevil rather than a dinosaur.

And the Californian scientists

isolated just fragments of two

genes rather than the 100,000

or so complete genes that

would provide full instruc-

tions for anyone wanting to

But they have demonstrated

two propositions that would

have seemed wildly specula-

tive less than 10 years ago.

First, the DNA molecule is

robust enough to survive for

millions of years under the

right conditions. Second, scientists can fish out micro-

scopic quantities of DNA and

then make billions of copies

for analysis (using gene-ampli-

fying technology called poly-

e chain reaction).

The link between Jurassic

Park and the Poinar group's

real-life discovery is amber,

fossilised tree resin which has

unique sealing and antiseptic

properties. It is a honey-col-

oured time capsule, transport-ing trapped insects virtually

intact from prehistoric forest

the dinosaur era.

recreate the insect.

er to Jurassic Park, has

## Hog wild in Milwaukee

Bikers are celebrating more than a 90th birthday at Harley-Davidson, says Martin Dickson

cannot keep pace with demand, even though it has more than doubled annual output over the past six years to about 80,000 cycles. The bikes have to be painstakingly rationed out among dealers, with only 30 per cent reserved for the

The turnaround is a case study in how western companies can take on the Japanese and win, helped by a degree of protectionism, attention to quality, employee involvement and, in Harley's case, clever market-

For the company is selling far more than a humble means of transport. It is marketing a lifestyle what executives refer to as "the Harley experience".

This blends images of macho,

rebellious US individuality and personal freedom - a Harley rider alone on the open road, somewhere in the vastness of America - with down-to-earth group social events

organised by the company.

The Harley motor — "Live to ride, ride to live " — has an irresistible appeal to many people trapped in humdrum jobs. Ageing baby boomers find solace in the suggestion that a Harley engine contains the elixir of youth. "A Harley-Davidson is ageless and timeless," runs one advertisement. "On it, you cannot grow old.

All this has helped the company broaden the appeal of its products beyond the industry's traditional young, male, blue-collar customers to professionals, the middle-aged, and women.

The average US owner, according to the company's market research, is 38, married, with a household income of \$43,000 a year. Some 20 per cant of buyers are women. Har-



ley maintains that Hell's Angels, one of the company's most visible customer groups, make up only 1 per cent of the total.

None of this recent marketing success would have been possible without the particular mystique which has long surrounded Harley, making it seem the serious biker's bike. This is partly to do with Harley's styling - raw, yet glamorous and partly with its V-twin engine, which gives out a distinctive thump tkened by some to the beat of the

The image has been powerfully reinforced by Hollywood. Peter Fonds rode a modified Harley in the classic 1960s road movie, Easy

Rider. Arnold Schwarzenegger mounted a Harley Fat Boy in Terminator II: Judgement Day, Still, the brand name was little

help at the start of the 1980s, when Harley's market share skidded because of quality problems. Its engines were technologically primitive and tended to leak oil, while an attempt to expand production rapidly meant half the machines coming off its assembly line had missing parts.

In 1983, the loss-making business was sold by the then owner, the conglomerate AMF, to its management, and many observers predicted early bankruptcy.

its products, the company has been careful to expand production gradu-However, the new team radically ally. Stung by poor quality once, it

tating Japanese methods of quality control. Says Mr Jeffrey Bleustein,

who heads the motorcycle operations: "It took us a while before we realised they [the Japa-nese] were just better managers

Harley also developed a more

sophisticated engine, got govern-ment help (in the form of tariffs on

Japanese imports, lifted in 1987)

does not want a repeat perfor-

Unlike many consumer product companies. Harley concentrates most of its marketing expenditure on customers after they have bought its machines. The idea is to hook them for life on "the Harley experience", buying more and more expensive bikes when they trade their old ones in. The price range runs from around \$4,800 (£3,100) to more than \$16,000.

Central to this was the formation of the Harley Owners' Group - Hog for short - a club restricted to Harley buyers, which organises rallies and charity fund-raisers.

It not only promotes a sense of exclusivity and purpose among owners, but also gives the company valuable feedback on fashion trends among bikers, who like to customise their machines with individual

"The motorcycles are the canvas, the parts and accessories are the paint; that's where everyone can express their individuality," says Mr Jerry Wilke, marketing chief.

A central figure at the rallies is Harley's head of design, Mr William Davidson, known as "Willie G", a grandson of one the company's founders. He has been responsible for many of the company's most important model innovations, such as the 1971 Super Glide with its extended front forks, and the 1977 Low Rider, with its seat close to the

and, in 1986, eased its heavy Many bikers think he embodies debt burden with a public flothe soul of the company. With his thick beard, dark glasses and fringed leather jacket he looks the Despite the surge in demand for part. Fans often ask him to carve his name with a screwdriver in the metal of their machines.

However, Harley's top executives are all keen bikers and are leading each of the 90th anniversary convoys across country towards Milwaukee, raising money for charity as they go. It is hard to get closer to the customer than that

Another important marketing initiative has been to encourage Harley dealers to transform their outlets from grimy workshops into attractive retail outlets, selling not only bikes but a broad range of Harley brand accessories, clothes and momentos, made by or licensed from the company. Women can buy black Harley bathing suits, with the company name studded across the

All this has transformed Harley's profits. It made \$53.8m last year on turnover of \$1.1bn. Debt on the balance sheet is now negligible. Next month it will mark a milestone on its return to financial health by paying its first dividend since flota-

The recent record, however, is not flawless. The company also owns Holiday Rambler, which makes Recreational Vehicles - caravan-like trucks in which Americans cruise around the continent, Holiday Rambler makes little money (it lost \$13m in 1991) and Wall Street would like Harley to sell the business.

Industry observers are also a little edgy about the company's plan to expand motorcycle production by 25 per cent by 1996 to 100,000 a year. Harley insists that it will do so in a way which retains the quality of its bikes and service, but the analysts note that it suffered hiccups recently with a new paint plant.

Some also ask whether Harley's popularity, as well as a small upturn in the US motorbike market in the past two years, could be a

But Mr Richard Teerlink, the chief executive, although concerned about the company growing arro-gant, says confidently: "This is a fad that has been going on for a long time - 90 years.

### Tyrannosaurus resurrectus

Clive Cookson and Alison Henwood on fossil futures



Jurassic hive: the head of a 40m-year-old stingless hee preserved in amber from the Dominican Republic

Jurassic Park, imagined extracting DNA from blood in the gut of a mosquito that had fed on a dinosaur just before it was trapped in the resin.

Unfortunately for the story, the vast majority of insects in amber are species that live or feed on trees, such as weevils, termites, ants and bees. Only a handful of specimens of bloodsucking insects are known from the dinosaur era (older than 65m years) - and scientists will be fantastically lucky if they contain dinosaur DNA that had not been broken

down by digestive juices.

The greatest possible piece of luck would be to find a recently hatched baby dinosaur in amber - extremely unlikely but not out of the question. After all, lizards and frogs have been preserved in 40m-year-old amber from the Dominican Republic.

However, amber is not the to laboratory bench. The Californian scientists only potential source of dinosaur DNA. In exceptional worked on a tree-feeding wee-vil preserved in amber from cases, the molecules may be robust enough to survive Jezzine, Lebanon. Michael inside dinosaur fossils. Profes-Crichton, who wrote the novel,

sor Jack Horner of Montana State University is attempting to find genetic material in bones of the ferocious Tyrannosaurus rex, which have been preserved in extremely dry

mudatone oeds. Rven if scientists do manage to extract dinosaur DNA from any source, it is hard to see how this could include the whole genome – the blueprint that would be the first requirement for resurrecting dino-

For the foreseeable future, any mad billionaire who really wants to create a Jurassic Park would do better to forget genes and build on the technique Mr Spielberg used for his movie: computer-controlled robotic dinosaurs. Over the next decade or two, artificial intelligence and bio-materials engineering will advance to the point at which it would be possible to create a lifelike Tyrannosaurus rex that behaved with terrifying unpre-

For the palaeogeneticist studying ancient DNA, the

From J R Anderson.

Sir, The desirability of a

of a presentation by the com-

pany to 50 fund managers on

ultimate objective is not to recreate any species - insect or dinesaur. The point is first to track evolution at the molecular level by following genetic changes over millions of years. The research may also raveal facts about an extinct creature and its lifestyle that are impossible to discover from conventional foesils.

Knowledge of a few intact genes from dinosaurs could answer many controversial questions about their evolution and relationship to today's reptiles, birds and mammals. And discovering a gene for a digestive enzyme, for example, would be a strong clue about what a particular

Although recreating a whole linosaur is out of the question, anyone who isolated an individual gene would find it relatively easy to insert this into today's living creatures, employing methods already used routinely to transfer genes between species. Human nserted into sheep, so that the human proteins required for medical purposes can be extracted from the animals'

If scientists managed to isolate one dinosaur gene and insert it into a crocodile embryo, the creature would still grow up looking and behaving like a croc because its development would be controlled by thousands of its own genes. But it might produce some dinosaur protein

An enterprising company could make a fortune breeding and promoting the resulting crocodiles, even if just a millionth of their genetic material came from a dinosaur. Imagine Florida restaurants serving crocodine steaks or Tokyo department stores selling dinocroc shoes and handbags.

Charles Leadbeater on the current fashion for frugality in Japan

have become ever more like

Biotechnologists, who are already nervous about the likely impact of Jurassic Park on public attitudes to genetic engineering, dislike such speculation. But it is a plausible scenario 20 years from now. Mr Spielberg's eventuality is unlikely to come to pass for 100 years, if at all.

### Big spenders bite the dust rice-cutting is the latest craze to sweep

Tokyo, a city of fade and fashions. The Japanese capital, where oranges often cost more than £1 each and a plot of land for a small house will cost at least Y20m (£123,800), has long been one of the most expensive places in the world. But, temporarily at least, it is becoming a shop-

In a land that adores foreign brand names, from Louis Vuitton and Chanel, to BMW and Dr Marten shoes, consumers are turning away from the the late 1990s, when the economy was booming. Instead, they are going back to basics, influenced by old-fashioned notions like value for money which suit their straitened cir-

Take as an example the elegant avenue of Omote Sando, one of Tokyo's most fashionable shopping areas, home to the main retail outlets for leading Japanese clothes designers such as Issey Miyake and Comme des Garçons. In the past year these shops

modern art gaileries, frequented by a tiny group of dedicated collectors. The sales staff usually outnumber the customers by a factor of two. In a nearby shop owned by Yohji Yamamoto, another leading designer, a shop assistant said: "We have just closed our shop in London because we weren't selling anything, but frankly we aren't selling anything here either." The subdued atmosphere of

Omote Sando is a far cry from the scene at the main outlet of what has become the hottest property in Japanese clothes retailing, Aoyama. Its shop off Tokyo's main shopping street, the increasingly tawdry Ginza, is usually crowded with hungry consumers. The reason: discounts of up to 90 per cent on suits made in China, which



are selling for as little at Y2,500 (£15), the price of a pair of socks at Comme des Gar-

Aoyama, whose discounts have been lauded by government ministers and senior bureaucrats, is the boldest pace setter in a price-cutting war. Economists say discounting has become so widespread that the official measure of inflation - which is based on official list prices - is inaccurate. It shows inflation running at about 1.6 per cent a year. Once discounting is taken into account, prices could be falling by about 3 per cent a year, according to Mr Jesper Koll, economist at S G Warburg, the aecurities house.

Prices are not being cut across the board. A round-trip ticket for the three-hour bullet train journey between Tokyo and Kyoto costs about Y28,000, the price of a cheap return flight to Seoul, the South Korean capital.

But washing machines, for example, are selling on average for 30 per cent less than their average list price of Y210,000. Toyota Corollas are being offered at a discount of at least 15 per cent. And a Toyota dealer admitted: "We can start negotiating after that."

The recent strength of the yen, which has risen from about Y125 to the dollar at the turn of the year to about Y106. has exacerbated the price pressure on some industries by making imports cheaper. Compaq and Dell, the US personal computer makers, took advantage of the ven's strength and their cheap manufacturing bases in south-east Asia to iaunch an assault on the Japanese personal computer market. Their machines are half the price of comparable Japanese-made models.

However, price-cutting has failed to reignite consumer spending. Consumer expenditure rose by 0.9 per cent last year, down from 5.1 per cent in 1988. The central bank's quarterly report on the economy, published yesterday, said consumer spending was still slug-gish. This is owing to a complex mix of factors.

The prolonged downturn in Japanese stock and land prices has eaten into household wealth. In response, households have increased their savings - from 13.5 per cent of household income in 1990 to about 15.25 per cent this year - to rebuild their balance sheets.

These savings have come from incomes which are growing more slowly, by 3.2 per cent last year compared with 8.3 per cent in 1990. Consumer caution has been reinforced by job cuts at Japanese companies.

In the next year consumer spending may start to recover. A rise in share prices, and signs that the fall in land prices is bottoming out, are making people feel wealthier, and so more willing to stop saving. Yet even if there is a revival in spending, it will be modest and differ markedly from the late 1990s boom.

This is for two main reasons First, some industries, particularly consumer electronics. may be facing a more prolonged fall in demand. The Japanese market for video records, camcorders and audio equipment is saturated. The main manufacturers, Sony and Matsushits, have failed to come up with new products to revive demand. In Tokyo's Akihabara district, home to most of its electronics shops, compact disc players are selling at discounts of up to 34 per cent.

The second factor is cultural. A shift in values is under way in the wake of the speculation and conspicuous consumption of the late 1980s. Consumer goods manufacturers say people want simpler, more functional products, with the stress on utility rather than design. Department stores such as Tobu are shifting staff from their deserted jewellery and fine art counters into departbrand goods, with the stress on value for money. A recent sales campaign by Isetan, one of the most fashionable department stores among young people, summed up the mood with the siogan: Back to Basics. Indeed, one of the most suc-

cessful products of the past few months is a book that captures the mood of the times, the bestselling novel The Noble Philosophy of Poverty.

### Suppliers offer as much real value as customers

From Mr Richard Greensted. Sir, Although Messrs Furnham and Pendleton (Management: "Seduced by the cus-tomer cult", June 7) make some intelligent remarks about the customer cult, they appear to have forgotten one important company stakeholder, the supplier. Suppliers invest considerable resources in the continuing good fortune of their clients, but are rarely treated

THE

ny's success. Exceptions such as British Airways, Marks and Spencer and the Royal Bank of Scotland are as scarce as they are enlightened.

value to a company's bottom line. Richard Greensted,

Richard Greensted Associates, 9 Burghley Avenue, New Molden, Surrey KT3 4SW as key contributors to a compa-

### Costly way to cash a cheque

From Mr E G Lester. "Plan ahead for Holiday Cash"

Your writer lays insufficient emphasis on the charges that may be levied on cashing travellers' cheques.

I have very recently returned from Portugal. The banks in Lagos charge Es2,100 (£9.00) on any travellers' cheque regardless of value. This, according to them, is a government instruction. It means, therefore, on a £20.00 cheque you get

Suppliers treated as stakeholders will quickly become partners and will add real

Sir, I refer to your article with local accounts. (June 5/6).

charge. Unfortunately the nearest Amex branch to Lagos is some 20 miles away. Tourists to Portugal should heware. E G Lester. Magnotias,

Hamm Court,

Surrey KT13 SYB

Weybridge.

211.00 if it is the one cheque. This does not apply to those I have received a reply from American Express indicating

that its own branches do not rich are insulated from the

as a consequence of what they level playing field for all classes of investor is raised again were told. Then yesterday came the by the fall of 17p (4 per cent) in announcement by ECC of a the share price of English rights issue, a proposed acqui-sition in the US and a de-China Clays on Wednesday. In Thursday's financial press this was ascribed to the effect

merger of its construction materials business. Now, ECC may feel that it

Level playing field for all types of investors able to assume that the fall information it imparted on was triggered by action taken Tuesday available to a representative audience. However, it was not generally available to the private investor until 24 hours later, by which time the bird had flown the coop.

is there not, please, a clear case for the stock exchange committee to rule that those privy to such briefings should Tuesday night and it is reason- did its best to make whatever be debarred from acting on

them until the information has been published in the press? Indeed, this incident reinforces the stock exchange's own view that information given at such briefings should be simultaneously channelled through the exchange. J.R. Anderson.

4, Vardon Drive,

34 Tite Street,

#### Even the rich are not entirely insulated from human reality

LETTERS TO THE EDITOR

Number One Southwark Bridge, London SE1 9HL

Fax 071 873 5938. Letters transmitted should be clearly typed and not hand written. Please set fax for finest resolution

From Mr Stephen Schick. Sir, High Dickenson, Dean of Salisbury, says ("Wealth that's simply gross", May 29-30) that he often feels moral unease when in the company of the rich because "...they are insulated from the pain and vulnerability of the bulk of humanity", and they "cannot bear very much human reality". Does he really believe that the

pain of bereavement, of illness, of marital break-up?

He describes the rich as "kindly, witty and urbane". Does this not suggest that they have had more opportunities to cultivate the higher human sensibilities than those whose lives have been coarsened by deprivation? Has not this cultivation often produced great acts of philanthropy? The dean expresses his | Mr Dickenson fails to appre- London SW3 4JA

approval of a visitor from the Sudan who declined an offer of supper from his hostess after he had been given a substantial lunch on the ground that "we only eat every other day". He was "a vigorous, good and

Good and happy, perhaps, but no nutritionist would suggest that such a diet conduces to vigour.

happy man".

ciate that the sense of deprivation a person feels is always relative to his expectations. Someone who has never lived in comfort is likely to miss it less than someone who has experienced it and is then deprived of it by, say, redundancy and bankruptcy. Stephen Schick, Garden Flat,

#### aberration or the failings of a few unfortunates in society. Layard, in explaining unemployment, emphasises workers'

tant failure to invest in future Sir. Richard Lavard (Perproduction. The cure for unemsonal View. June 8) provides a ployment is sought among its classic example of what hapvictims, not at the level of the pens to economists in a depreseconomy as a whole. Unemsion: they become apologists ployment, for Layard, is a matfor, not analysts of, failure, and ter of benefits, training and the purveyors of pernicious prescriptions. EC unemploywages. The cure? Cut benefits. increase training and control ment has averaged 9 per cent wages. No matter how this is in the past five years and is dressed up it is an argument of now back to the double digits; the "they're too stupid, too job security in the US and greedy and too lazy" variety, Japan is also a thing of the which leads nicely into the past. This indicates general "they need whipping into stagnation, not a short-term shape" argument. Such prejudice and support for authoritarian action by the state makes one nostalgic for the "get on your bike" idea. S Dickinson, attributes (skills and price), rather than dismal returns on 51 Woodside Avenue,

#### True owners wear bowler hats

Pernicious prescription

Sir, I refer to Barry Riley's article, "When brass is greener" (June 5). In the main the investing institutions are not owned by proprietors but in their turn are run by man-

investment and the concomi-

Perhaps we can encourage

ability in those organisations. Then the true owners of capital may permit their appointed managers to wear bowler hats. D K Wilmot,

8 Mountview. Northwood, Middleset HA6 INZ

Leeds LS4 2QX

Second rights in 16 months will help fund \$308m acquisition of Calgon

## English China Clays calls for £113m

Construction Correspondent

ENGLISH CHINA Clays, the world's biggest producer of china clay, yester-day announced a £113.4m rights issue, a \$307.5m (£202m) US acquisition and plans to hive off its building materials business into a separate company.

The announcements mark a further stage in the reorganisation of the company which had previously announced it was pulling out of UK housebuilding. ECC is acquiring Calgon, the US speciality chemicals business, from Merck

To help pay for the deal ECC has proposed a 1-for-8 rights issue at 350p a are to raise £113.4m. The rest of the cash is to be provided from increased borrowings. According to Mr Andrew Tears, chief executive, this will raise the company's gearing from 24 per cent

to 39 per cent. In addition, the company announced plans to demerge its UK and US quarry operations into a separate company. This was not expected to take place until next year.

Mr Teare said the group wanted to concentrate its efforts on developing higher margin speciality chemicals supplying china clay, used mainly for coating and fillers by the paper indus-

It is the second rights tasue to be launched by the group in 16 months — in February last year it raised £209m to pay for the early redemption of \$350m shares (Amps).

The company also announced yester-day that it planned to redeem its aining \$50m of preference shares. ECC's share price, despite the second cash call on shareholders, rose 9p to

next spring.

between £150m and £180m.

ECC produces about 4 per

try and 4 per cent of coated stone used in road building. It

vies with a handful of rivals

for the position of the UK's

fifth largest quarry operator,

behind market leaders Tarmac,

fered as UK construction out-

Profits, however, have suf-

Hanson, RMC and Redland.

for water treatment made unaudited operating profits of \$24.1m on sales of \$225.1m in 1992.

Just over 85 per cent of ECC's profits of £105.6m (£95.5m) last year were generated by by its china clay operations. Operating profits from building materials, however, slipped from £24.6m £15.5m

Brokers to the rights issue, has been underwritten by Schroders, are SG Warburg and de Zoete & Bevan. The company yesterday renewed its pledge to at least maintain its 1993 dividend at 20p.

### Rock falls to make way for chemicals

Andrew Taylor examines the change of direction by the world leader in china clay

HEN Mr Andrew
Teare left Rugby
cement grown in 1999 cement group in 1990 to become chief executive of English China Clave it was assumed he had come to expand its building material Three years later the former

Rugby managing director is taking the company in a completely different direction hiving off the construction operations and expanding into speciality chemicals. ECC will concentrate its

activities around its mainstream business as the world's largest supplier of china clay, mainly for fillers and coatings for the paper industry.

Mr Teare argues that the acquisition of Calgon, announced yesterday, will complement ECC's business which has become increasingly sophisticated in the use and development of speciality chemicals for paper-making

About 67 per cent of Calgon's sales of water-soluble polymers and biocides are for water treatment, a market in which it is the third largest supplier in the US behind Nalco Chemical and Betz Laboratories.

sales are to the paper industry.

Only 20 per cent of sales its

Amust Ped 10

Sales outside the US account for less than 20 per cent. By comparison ECC sells in more than 100 countries. It is a market leader in western Europe and the US following its acquisition of Georgia

Kaolin in 1990. Mr Stephen Kirk, conglomerates analyst with Nikko Europe says: "The acquisition of Calgon makes great sense. Calgon will have access to ECC's international marketing operations and should be able to increase its sales to the paper industry, particularly in the US where ECC is strong.

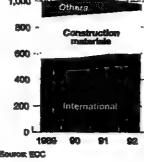
ECC will be able to broaden its product mix in a complementary business. Water treatment is a particularly good market to be in, given environ-

he ability to increase Calgon's sales should help net margins which at 10 per cent compare unfavourably with the 16 per cent achieved by rivals Nalco and Betz, according to Mr Teare. He claims the acquisition will be earnings neutral in its first full year, despite the high pur-

He says that to maintain

ECC's building materials busi-

**English China Clavs** 



in capital expenditure of ween £30m to £35m a year just to keep its stone quarries, forries, crushers and other equipment in good working order. This money could be better spent elsewhere.

Mr Teare favours a demerger, similar to that which has just taken place at ICI, under which existing stockholders will be given shares in both

"I believe shareholders get the best value this way," he says. He also argues that nerger motivates managers better than the threat of sale. ECC, however, does not expect demerger before annual

put has shumped. Last year the business, which includes a quarry operation in Denver in the US, made operating profits of £15.5m on sales of £352.4m. A few years ago profits were about £50m on roughly the same turnover, says ECC. Most of the company's quar-

ries are in south west England. Its most attractive asset, how-ever, is the Croft "super quarry" one of a ring of very large granite quarries in Leicestershire. Croft has the capacity to produce 3m tonnes of stone a year, compared with group production of 13m tonnas last year.

results for 1983 are published The business might prove it has not ruled out a sale of attractive to a company the business, although Mr A like Wimpey which has a similar market share but has indicated that it wants to Teare says this is unlikely. Analysts yesterday put the expand. Wimpey this week value of the business at announced a £104m rights issue to buy housing land and cent of all aggregates supplied expand its minerals to the UK construction indus-

RMC, the only one of the big four aggregate producers with-out a Leicestershire "super quarry" might also be interested in making a purchase say analysts. Another interested party might be Minorco the international mining busi-

Ritblat

borrows to

buy shares

Property Correspondent

MR JOHN RITBLAT, chairman

of British Land, entered yesterday into a loan agreement to

price movements of the shares

being used as security for the

tain certain provisions which

will limit his exposure to

movements in the price of

these shares being provided as

security for the loan, between

today's date and 6th July

.1994," the company said in an

announcement to the Stock

Exchange yesterday.

Mr Ritblat declined to dis-

cuss the loan. "It is nothing to do with the public, it is my private affair." he said.

The shares being acquired by

Mr Rithlat are part of an incen-

tive arrangement made by some British Land executives

with the Quantum Fund, man-

aged by Mr George Soros. On June 2, when British Land announced its £132m

rights issue and a partnership

with the Quantum Fund, it said that Mr Ritblat would

acquire 2m British Land

shares. At least lin of these

shares were to be acquired

from Quantum at Quantum's

By Vaneese Houlder,

### City fears cut in final dividend from BET

By Richard Gourlay

PRELIMINARY results on Monday from BET, the indus-trial services group, are likely to produce further disappointent, including a cut in the final dividend.

At the interim stage last November, five months after a 2200m rights issue, Mr John Clark, chief executive, said it was the board's current intention to maintain the final 6.5p dividend

But in the run-up to Mon-day's results, the market has come to expect a dividend cut and further provisions to reor-ganise businesses and asset write-duwns.

The shares had risen from a low in April of 85p to 115p but this week fell back to .108p about of the results.

The interim dividend was cut from 4.25p to 2p. Robert Fleming Securities expects a final dividend of 2.5p while Morgan Stanley expects a larger cut

More worrying to shareholders who took up the June 1992 rights issue, may be the fears among analysis that BET has not yet reorganised the business into a shape which will provide a firm foundation from which to grow when the recovery takes root.

Many of BET's businesse have low barriers to entry and have consequently faced significant margin pressure in addition to the difficulties growing sales.

Rather than being poised for recovery," says research from Fleming, "BET is still restructuring and trying to refine its portiolio down to its strongest core business The rights issue has, how-

ever, allowed BET to improve its balance sheet by repaying most of its auction market prelerred stock. Robert Fleming expects pre-tax profits of £67m before the

### Isosceles debt talks came close to failure

THE CONCLUSION of the the parent of the Gateway supermarket group, came close to failure, bankers involved in the deal said yesterday, when one party to the transaction refused to sign for more than 24 hours after the others had. Signing began on Tuesday morning and all parties had been signed up by late that afternoon except for the out-standing party, which is under-stood not to have been a senior

lender to the group. That party signed on Wednesday evening, just meet-ing deadlines allowing Isosceles' banks, led by Midland Bank, and Isosceles' advisers Hill Samuel, to go through pro-cedures necessary before the standstill agreement with

banks expired. The restructuring, Isosceles' third since it completed a £2bu leveraged buy-out of the Gate-way group in 1989, was its last chance to avoid receivership.

One banker said yesterday that if the deal hadn't been signed on Wednesday night the shops would have been closed by now, and 40,000 jobs gone." About 30 banks were involved in the deal which has been negotiated since the

standstill agreement was signed just before Christmas. It will now be approved at a spe-cial meeting on July 2, where more than 90 per cent of shareholders have undertaken to vote in favour.

While the deal was not as complex as other restructurings of the same size, it was completed relatively rapidly and the fees involved are expected to be about £15m. It had its fair share of dramas, though, with the Bank of England becoming involved when three French banks demanded preferential treat-

Under the deal Gateway is ring fenced from Isosceles and has taken on £500m of debt, a level of borrowings which Gateway should be able to service while also spending about £100m a year on capital investment. Isosceles' assets were transferred to the new Gateway company at a value of

With operating profits for the year to end-April expected to total £100m Gateway can clearly pay an interest charge which would be about £37.5m annually. Gateway has no repayments to make for three years. At that point options will be reviewed again and there could be a sale of the business either in whole or in part to repay debt.

Isosceles is keeping the rest of the debt, totalling £949m. That will have to be serviced from any surplus cash passed up to isosceles from Gateway. Its assets, apart from its shareholding in Gateway, are minor and include a golf course in Hertfordshire.

Of the Isosceles debt £256m is senior debt, and bankers involved feel there is a good chance that this can be serviced. However, there are doubts that the rest of the Isosceles debt, including a £400m zero coupon bond due to mature in 10 years, and certainly the ordinary shares, will ever have any economic value.

Even so, some shareholders, notably Wasserstein Perella, the New York investment house, and the Great Atlantic & Pacific Tea Company, the US food retailer, have agreed to swap for a share in a 10-year option to buy ordinary shares equivalent to 25 per cent of the company for £12.5m.

Grand.

ECONOMIC D

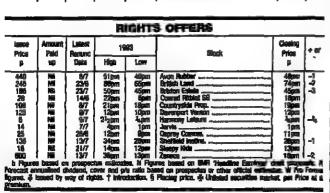
C 114

10 B

K 475

This was said to be a face-saving formula, devised for example to allow WP to ascribe a value to its isosceles stake held in an investment

### ness would involve the group LONDON RECENT INSUES EQUITIES Break for the Berder Brankfall Aggregates Chess two. Tel. Do Whrtenia Onter Ground Ones Soundain Fing. Countroopy C ALVIS, the defence contractor,



FIXED INTEREST STOCKS

TRADITIONAL OPTIONS First Deelings June 1
 Last Deelings June 11
 Last Deelings Sep. 2
 For settlement Sep. 3
 June 11
 Calls in ACT, Carilale, Costain, Cluff Rea, Formanti, Henrye, Network Sep. 13
 West Bank and Ramoo Oil. Puts in ACT and Willie Corroon.

LAWSON MARDON GROUP

#### 1993 First Quarter Results

Net income for the quarter of C\$5.3 million (C\$0.13 per share) on sales of C\$303.8 million compared with C\$6.1 million (C\$0.21 per share) on sales of C\$308.6 million in 1992.

Earnings from trading, exclusive of the impact resulting from the weakness of sterling against the Canadian dollar, and after removing the effects of acquisitions and divestments, rose by approximately C\$2.1 million during the first quarter.

Included in the results are recently sequired LMG Suber in Spain and LMG Seleprint in Italy expanding Lawson Mardon Group's interests in the European folding carton and flexible packaging markets. The earnings also benefit from the recent expansion in the U.K. trade print lamination, varnishing and finishing sector resulting from the acquisition by Headley [Reading] Ltd, the holding company of the market leader Celloglas Ltd, of a controlling interest in trade finisher Zodiac Holdings Ltd.

These are solid results earned in a difficult world economy. Our comistently strong performance reflects the aggressive action that we have 18 ken to cut costs, increase productivity and improve our ability to make a profit

President and Chief Executive Officer

Copies of the 1993 First Quarter Results are available from: Mr. R. J. Macinnes, Lawson Mardon Group, Public Affairs and Corporate Communications, 6733 Mississauga Road, Suite 700, Mississauga, Ontario, Canada L5N 6P6. Tel. (416) 821 9711

### Alvis agrees electro-optics reorganisation

its electro-optics activities, which involves the transfer of three businesses to the group's Avimo Singapore subsidiary. Shares in Aivis, formerly United Scientific Holdings, rose by 6p to 44p.

The Singapore-listed subsidiary, in which Alvis has a 51 per cent stake, will acquire the businesses - Helio, Avimo Taunton, and AiO - in a deal worth £17.1m.

Alvis, which makes armoured vehicles, will use the proceeds to pursue other areas of interest, either in defence or specialist engineering. It said grouping the electro-optics companies under a single focused management should increase their market penetration and profitability.

Mr Nick Prest, chief executive of Alvis, said: "The greater resources and flexibility afforded by this reorganisation should substantially strengthen the future development prospects of Alvis." Helio, based in Kent, pro-

duces periscopes and turrets for armoured vehicles. Avimo Taunton makes military sights in Somerset. UIL holds a 49 per cent stake in AlO, which was established as a joint venture with the Egyptian government in 1982 to manufacture electrooptical instruments in Cairo. The payment for the transfer

will comprise £8.2m in cash and the issue to Alvis of 14.9m new ordinary shares in Avimo S\$1.50. Mr Tony Pearson, Alvis's

finance director, said the company would have net cash of about £13m after the deal was concluded. The transfer would dilute earnings in the short term, but Alvis had no intentions of just sitting on the pro-The Singapore company will

fund the cash element of the transaction by making a 3-for-8 rights issue to its minority shareholders, underwritten by Morgan Grenfell (Asia). The net effect of will be to increase Alvis's stake in Avimo Singapore from 51 to 51.3 per cent. Alvis yesterday also announced a 40 per cent increase in pre-tax profits to \$2.19m in the six months to March 31. Turnover increased

from £42m to £45.8m. The improvement in pre-tax profit derived from an increase of more than 50 per cent in group operating profit to £1.26m and a greatly enhanced contribution from AIO, its

Egyptian associate. Alvis said the performance at Alvis Industries was disappointing. Group order intake for the first half was £34m (£47m).

Earnings per share were 0.1p against losses of 0.8p while the interim dividend was held at

### Osborne & Little better than expected

SHARES in Osborne & Little orise by 16p to 113p yesterday after the wallpaper and fur-nishing fabrics group reported better than expected trading. results and announced a dividend increase.

However, a £1.2m excep-tional loss on the sale in August of Fardis, its French subsidiary, meant the group suffered a pre-tax loss of 198,000 in the year to March 31, compared with a profit of 1985 000 of £855,000 the previous

There was a loss of 8.12p per share (7.83p earnings) but Sir Peter Osborne, chairman, said that the group's stronger balet and improved trading results justified a 10.6 per-cent increase in the final divito 2.6p (2.35p) per

total.

(£19.1m), including £1.83m (£5.65m) from discontinued operations, but the contribution...from continuing operations grew by 19 per cent. Operating profits slipped slightly to £1.32m (£1.38m) but were ahead by 16 per cent to £1.2m (£1.04m) on a continuing operations basis. Net interest payable fell to £224,000

The group's expanding US operations boosted sales by 29 per cent which Sir Peter described as "an exceptional result against the background

Group turnover fell to £17.9m

(\$525,000).

of a very depressed home fur-mishings market."

In the UK, however, where the group closed its Edinburgh

showroom, sales

increased by 4 per cent.

**Martin Landau** joins Clayform

#### **Properties** Mr Martin Landau, a wellknown property entrepreneur who left the UK property industry in 1990 following the

takeover of Imry Merchant Developers, has returned to the sector becoming deputy chairman of Clayform Properties, a small property company, writes Vannes Houlder, He and Mr Anthony Bodie

another property entrepreneur who has also joined the board, have bought a 5 per cent stake at 14p a share. Mr Landau intends using the company as a vehicle for acquisitions.

Mr Landau founded City Merchant Developers in 1936, after a management buy-out of part of Guinness Peat Proper-ties, where he was managing director. In 1988 the company merged to become Imry Merchant Developers where he was deputy chairman, with responsibility for a film devel-

opment programma. He left after the £314m take over by a consortium of private investors that eventually collansed leaving the company in the ownership of Barclays

### BA proposes changes to boardroom election process

BRITISH Airways is proposing to change its articles of association to require its senior executives to seek periodic re-elecfinance his purchase of 1m British Land shares. The agreetion by shareholders.

In the past, under previous chairman, chief executive and one other executive director did not need to be re-

The change, which will be put to shareholders at BA's annual meeting next month, will be seen as another attempt

by the company's new manage-Marshall to improve the board's accountability.

BA has also increased the number and scope of its nonexecutive directors in a bid to comply with best practice folthe Virgin "dirty tricks" allega-

The proposals are revealed in BA's annual report, delivered to shareholders yesterday. The report confirmed the company spent £3m in legal fees connected to the January settle-

ment under chairman Str Colin Virgin and Mr Richard Branson. BA said a litigation provision of 222m, carried forward from previous years, would be retained

The annual report also showed Lord King received no and saw his salary and emoluments fall from £669,350 to £478,790 in the 11 months before his resignation in Feb-

Sir Colin Marshall received emoluments of £86,691 in the period February 5 to March 31.

### Proxies indicate that Heron refinancing will be accepted

BANKERS involved in the Heron refinancing deal said that proxy votes received so far from bondholders are show-ing a majority for acceptance. Proxies have to be in by Monday, June 14, ahead of meetings of bondholders which begin on June 28.

However, Swiss banks which originally issued some of Heron's bonds have not advised bondholders to accept the deal, receive new bonds and ordinary shares in exchange for existing bonds. Heron and its advisers say that if the refmancing deal is

not accepted then the property group, headed by Mr Gerald Ronson, would be forced to start bankruptcy proceedings leaving creditors with significantly less than they would get

through the refinancing. Doubts about the refinancing stem mainly from the fact that the business plan on which it is based assumes a recovery in the property market. Credit Suisse and SG War-

burg Securities, formerly SG Warburg Soditic, lead manag-ers of some of Heron's bond issues, have written to bondholders setting out the advantages and disadvantages of the deal. Heron is understood to have written to them saying that their reports were misleading because they left out

some relevant information. Bankers said the Swiss banks felt unable to advise bondholders to vote in favour of the refinancing because if it failed later they could be sued by those who took their advice.

### Coats acquires Dutch fashion group for £35m

COATS VIYELLA, the textiles and clothing company, has acquired Berghaus Interna-tional Fashion Group, a Dutchbased distributor of ladies outer wear, for up to £35m. The deal means Coats has

realised its ambition to start ciothes distribution in continental Europe. Its clothing activities have so far mainly been UK based. Berghaus is also well established in the former USSR,

which Coats left in 1917. We've had aspirations in Rus sia and they know how to deal and how to get paid," according to Mr Russell Walls, Coats' group finance director. Berghaus, which is unrelated

to the UK manufacturer of outdoor equipment, has two small factories but relies on sourcing from eastern Europe and the Far East for about 90 per cent of sales. In 1992 the company made pre-tax and interest prof-its of F1 127m (£4.6m) on sales The company sells ladies coats and jackets throughout western Europe under the Berghaus, Damo and Polar Bear brands. Its sales network is slightly skewed towards northern Europe. It also supplies lacties outer wear to Marks & Spencer, one of Coats most

important clothing clients.
Coats raised the acquisition finance through a placing yesterday morning to institutions, arranged by Cazenove and BZW, of 15.2m shares at 218p. Coats' shares fell 3p to 224p.

Coats' net borrowings remain quite high, with gear-ing over 50 per cent at the year end, following the 1991 acquisition of Tootal All of the Berghaus manage-

"the medium term" and will retain day to day control, Mr Walls said The purchase price included Fl 22.6m of goodwill and Fl 35.5m of debt. Also included is a maximum of FI 1.5m if Ber-

ghaus achieves certain profit targets. DIVIDENDS ANNOUNCED

	Current Phyment	Date of payment	Comes - ponding dividend	Total for year	Total last year
Aivis Int Bufgin (AF) fin Cohen (A) fin Drummond fin Ostome & Little fin Visch Hidge fin Wintrust fin	0.5 0.1 3.4 nll 2.6 1.5 nil 6.3	Oct 1 July 30 Aug 11 July 23 Aug 13 Oct 1	0.5 0.1 3.4 0.75 2.35 1.5 47	0.1 6.8 nli 4.8 1	1 , 0.1 10 1.5 4.35

Page. ment have agreed to stay for EL.

bt

10055

epted













Robin Biggam



Michael Lickiss





Richard Attenborough Gilbert Thompson

LIFE PEERS

PRIVY COUNSELLOR Mr Roger Norman Freeman, MP for Katioring, for political service Str George Sermani Knatchbull Young, MP for

ORDER OF THE **COMPANIONS OF** HONOUR

**KNIGHTS** 

ermaceutical inclustry and Laidbur Knox, MP for Starfoodshire vices to sport end to the eris Large, chairmen, Joint Committee on or Dispised People ty for Improve recognitions, senior pertuer, Grant son (UK), for services to accountancy locald Andrew Seird Hiller, executive new Demonstrational for services to

MTWTFSS

lact, Hampshire County Council, for services to

ORDER OF THE BATH

ORDER OF THE BRITISH EMPIRE DBE

CBE

Mr Christopher Kingston Howes, second com-relationer and chief executive, The Crown Estate Mr Robert Gordon Sect Johnston, grade 3, Property Services Agency Service International, Johnston House Agency Service International, Mr Pater Machine.

ORDER OF SAINT MICHAEL AND SAINT GEORGE **CMG** 

ment board Name F.M. Cook, deputy chairman, PWLB, for services to local government Mr P.C.R. Crossiley, plants and artistic director, Defance Research Agency Mr A.G. Donald, president, the Royal College of

regional geography. University of Bristol str Rui. Heles, for political and public service for Paul Hestey, publisher, chairman, Reed International Booles, director of Reed Stawfor Mr D.M. Hills, Istaly grade 4, Ministry of Debrook for G. Hobbis, lately grade 5, Ministry of Agriculture, Fisheries and Food

and Stoine

Mr 15. Learning, Condenses, Second Lot, Mr
services to the Insurance Industry
Mr 23.P. Lister, chairmen, board of governors,
Covenity University Covering University
Mr P.S. Levelucit, chief executive, Wales Tourist
Board, for services to tourism in Yndes
Mr S.P. Lyone, chimmen and chief executive,
Royal Deuton Ltd., for services to the chims

LIFFE EQUITY OPTIONS

forct
like J. Beabar, chairmen, Whitehall and Industry
Group, for services to inclustry
like M.E. Sallabary, testly chair, Wilsohire County
Council, for services to local government
Continued of M. Sponders Wintson, letaly chair-

480 14½ 48 88 8 31 44 480 1½ 28¾ 44 35 55 67 880 51 78 84 1 17½ 33½ 860 8½ 47 67½ 12 38½ 80¾

140 8 17<sup>1</sup>2 28<sup>1</sup>4 1½ 7½ 12<sup>1</sup>5 180 ½ 8 11 14 18 24 110 5 13<sup>1</sup>2 18 2 9<sup>1</sup>2 13<sup>2</sup> 120 ½ 1 18 1 18 16 18<sup>1</sup> 800 46 73 88<sup>1</sup>2 1½ 19 31<sup>1</sup>2 650 8<sup>1</sup>2 44 68<sup>1</sup>2 14<sup>1</sup>2 15

280 7 10 16 30 14 17 80 380 7 10 20 27 27 16 50 1050 16 79 123 12 6 64 86 2 1400 3 85 86 46 2 10 112 140 15 10 15 10 18 22 2

Mr G.J.K. Acres, director, Johnson Matthey Mr W.J. Alresoy, sonior manager, Sittah Aero-spean Dynamicsi Mr J.H. Albest, I-M Self Impector of Schools, Scatter Office Societter Operations. Dr A. Allborto, chalman, Health Committee, General Medical Council

Prof. H.C. Muir, director, Departer

vocroor's got to the sortine to service to the AP. Willie, general secretary, BACTA, for services to the soin-operated amusement reschings industrial.

Appleton Laboratory Mrs J. Bluss, administra bestion of Rune England

Mor JJL An

Mr 8.0. Hughes, for services to the Nowly Credit Union Mr R. Huet, manager, Commel Laird Shipblaid:

Mas P.M. Brith, heed of (

(Civil Division)

#### COMMODITIES

WEEK IN THE MARKETS

## Gold struggles to stay above \$370

THE GOLD market struggled to avoid a decisive fall below the psychologically-important \$370-a-troy-ounce level this week. The price twice dipped below that level but the return of light physical buying interest helped it to close in London yesterday at \$371.15 an ounce,

down \$3.45 on the week. Uncertainty following the volatile trading of the preceding Friday - when a \$4.35 jump in the was followed by an equally sudden \$3 fall – meant that buyers were few and far between on Monday. Having seen the market survive severai tests of support at \$372 an ounce on that day, however, the buyers returned on Tuesday. But they soon began to retreat in the face of strong resistance near the \$376-anounce mark. Renewed falls on Wednesday and Thursday morning saw the \$372 level ertablished as a position of unside resistance, rather than of downside support, and that resistance continued to hold

yesterday. Traders were not committing themselves about the probable direction of the next move, explaining that the market was so evenly poised that it could be easily moved quite sharply by either bullish or bearish developments. A further fall to \$365 an ounce was not ruled out, but most thought the present period of consolidation

would be followed by re-establishment of the uptrend. Platinum followed gold lower this week but palladium, its sister metal, put in another

present relatively cheap in yen terms – and good industrial demand in North America and Europe helped palladium's price to rise by \$3.25 on the week to a 38-month high of

\$127 an ounce. Copper this week lead a general decline in London Metal Exchange prices that was resisted only by aluminium.

The exchange's flagship contract began with an attempt to consolidate following last Friday's late price collapse, which saw the three month's position relinquish \$85 of the week's \$145 advance, to finish at \$1,855 a tonne for the three months delivery contract. But it could not be prevented from edging down into a lower trading range, and upside resistance was soon established about \$10 below that level.

On Thursday a peak of \$1,867 was reached in response to overnight strength in the New York market. But there was no follow-through buying, either in London or in New York, and liquidation took the price back to \$1,840 at the end of the day. Further selling yesterday morning took the three months position down further to \$1,823 a tonne, but by the close it had steadied to \$1.830 a tonne.

Dealers blamed the continuing bearish supply/demand position for the market's renewed weakness. They noted that the latest rise in LME warehouse stocks had taken the total to 436,300 tonnes, the highest since September 1978. Sentiment in the zinc market

was again undermined by cop-

nese demand - the metal is at per's slide, together with the metal's own bearish chart pat-terns and fundamentals. An unbroken sequence of rel-

atively modest daily declines added up to a \$34 fall on the week for the three months position. Yesterday's closing quotation of \$934.50 was a sixyear low and dealers said that, with LME warehouse stocks moving ever higher and refined supply continuing to outstrip demand, the near term technical objective was \$920 a

Another big loser at the LME was nickel, which, despite the

+825 to 1,820,200 +7,200 to 436,300 -50 to 259,500 -1,489 to 94,830 +925 to 671,825 -1160 to 19,950

announcement of a substantial LME stocks fall yesterday, ended \$175 down on the week for three months metal, at

\$5,617.50 a tonne. Lead lost most the the rally prompted last week by the announcement of further production cuts. The three months position closed yesterday at

£267.75 a tonne, down £6 on the Bucking the trend was aluminium, which scored its third successive weekly gain. Investment fund and speculative buying helped the three months price to dely bouts of profit-taking and rise by \$13.25 overall to \$1,182.50 a tonne at yesterday's close, just below an earlier 12-week high. Dealers suggested that the market was still on course to test upside resistance at \$1,200 a tonns. At the London Futures and Options Exchange traders drew little comfort from the

progress made at a negotiating session in London towards agreeing a new producer/consumer agreement with pricestabilisation efforts based on production restraint. The market's main concern is about the bearish impact on prices of arrangements in any new pact for disposing of the International Cocoa Organisation's 282,000-tonne buffer

Meanwhile the London market remained lethargic, with modest gains in the first four days being mostly wiped out yesterday as prices were depressed by a rise in sterling and selling by a leading Lon-

Coffee remained depressed following last week's breach of support at 60 US cents a lb in New York.

At The London Future's and Options Exchange's robusta futures market repeated attempts to push nearby prices into the middle of the recent \$900- to \$950-a-tonne range were frustrated by lack of sup-porting fundamental factors. Prices were caught between roaster buying interest and producer selling, particularly from Brazil and Indonesia,

dealers said. At yesterday's close the September position was quoted at \$903 a tonne, down \$15 on the

							AVERAGE GROSS	Fri	Thu	Year		19	193	
	PRECE	BEDICES					REDEMPTION YELDS	<b>Jun</b> 11	<b>Jun</b> 10	(abbtox)	High		Low	
	Fri Jun 11	Day's change %	Thu Jun 10	Accrued Interest	xd adj. 1993 to date		Riffish Separational Low 5 years	7.11 7.97 8.19	7.31 7.87 8.19	8.12 8.94 8.94	7.22 8.37 8.64	29/4 12/1 20/1	6.33 7.54 7.83	19/2 18/3 8 /3
Driffsi Government   Up to 5 years (26)   2 5-15 years (21)   3 Over 15 years (10)   4   Irredeemables ( 6)	124.36 148.85 158.15 177.71	+8.06 +0.12 +0.05	128.26 146.67 158.67 177,46	2.84 2.90 2.46	6.27	4 5 6 7 8 9	Nacional S years. Coupors 15 years. [89-103-16] 20 years. [89-103-16] 5 years. Coupons 15 years. [11%-) 20 years. [11%-) 10 years. [11%-) 10 years. [11%-) 10 years.	7.33 8.35 8.46 7.53 8.80 8.65	7.33 8.35 8.46 7.53 8.61 8.66 8.53	9.16 9.05 9.04 9.38 9.25 9.21	7.56 8.83 9.05 7.78 9.11 9.05	11/1 19/1 29/1 11/1 20/1	6.73 8.06 8.23 6.89 8.27 8.36	15/3 8 /3 13/4 8 /3 8 /3 13/4
5 All stocks (63)	143.73 184.81 174.12 174.44	+0.10 +0.06 +0.67 +0.07	143.53 184.71 174.00 174.32	0.96 1.15	1.92 f.92	11 12 13	Inducestations are a second inflation rate 5% to to 5yrs. Intellion rate 5% Over 5 yrs. Inflation rate 10% Up to 5 yrs. Inflation rate 10% Over 5 yrs.	257 187 227	2.97 3.57 2.26 3.40	3.90 4.32 3.23	3.03 1.51 2.27 2.72	25/5 11/1 11/6 14/1	1,82 3,36 0,92 3,19	12/2 18/3 12/2 19/3
9 Date & Loans (64)_	128.90	NO.07	128.81	2.33			Dobe & 5 years Lucium 15 years 25 years	9.35	8.93 9.34 9.50	10.33	8.97 9.94 18.10	4 /1 19/1 18/1	8.41 9.14 9.38	18/3 10/3 10/3

#### **ECONOMIC DIARY**

TODAY: National Savings results (May).

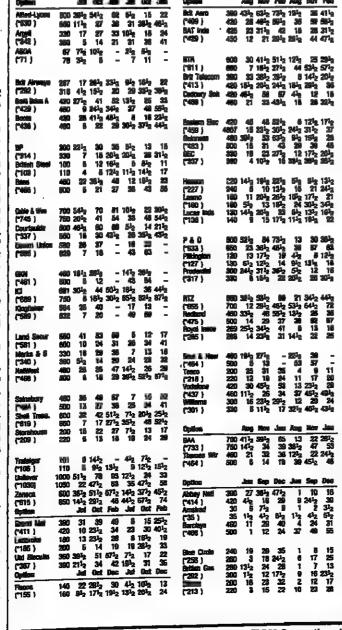
MONDAY: Producer price Index numbers (May-provisional). US business invento-ries (April). Western European Union parliamentary assembly six-monthly session in Paris (until June 17). Sino-British talks on Hong Kong resume in Beljing (until June 16). EC internal market council meets in Luxembourg. Start of two-day meeting of the EC agriculture council in Luxem-bourg. BIS annual report. Financial Times holds conference "International Tax - in the EEC and the US" in London. Financial Times holds "World Gold" conference in Istanbul. World conference on human

rights in Vienna. TUESDAY: Company liquidity survey (first quarter). Index of output of the production industries (April). CBI survey of distries (April). CBI survey of dis-tributive trades (May). US con-sumer price index (May); real earnings (May). Mr Kenneth Clarke, chancellor, makes speech at Lord Mayor's dinner. Preparatory hearing in the case of Mr Asil Nadir at Old Bailey. Royal Ascot race meeting.

WEDNESDAY: Public sector borrowing requirement (May)-Retail sales (May). US housing starts-building permits (May): industrial production, capacity use (May). EC telecommunications ministers meet in Brusseis. Mr John Major, prime minister, meets Mr Albert Reynolds, Irish premier, in London. Bundesbank council

meeting. THURSDAY: Retail prices index (May). Machine tools (April). Provisional figures for vehicle production (May). Labour Force Survey (Decernber 92-Feb 93). Labour market statistics: unemployment and unfilled vacancies (May-provisional); average earnings Indices (April-provisional; employment, hours, productivity and unit wage costs; industrial disputes. Long-term unemplayment (May). US jobless claims. Nato foreign ministers meet in

Athens (until June 11). FRIDAY: Major British banking group's monthly statement (and-May). Building societies monthly figures (May). Provisional estimates of monetary aggregates (May).



\* for 1993. Government Securities high since complisation: 127.40 (\$1.65), low 48.18 (\$1/175) Found interest high since complication: 179.83 (\$1/83), low 50.53 (\$1/173) Final 170 Communication Securities 15/19/26 Chard Interest 15/19

<del>(71</del> )	78	312	5	Ξ	7	11	Ξ	BIR.		30	4112	51 ½	121	<b>25</b>	29½ 67%
								(1811 ) Brit Telecom	880 380				44		
Brit Airwaya (*292 )	287	17	28½ 15½	깼	94 <sub>2</sub>	1642	22 22	(*413 )	420	16 <sup>1</sup> 2	201	2412	1812	25%	36
Cost lines &	490	77h	41	200	136	35 35	25	Cadoury Soit (*438 )	480 460	4발	58	. 67 .49 L	44g 18	12	15
(*429 )	480	9	2412	3442	37	-48	55°g	()		41	-	-	10	_	96-5
Boots .	490		41½ 22			16		Basinen Sac	420	45	48	52 <b>-</b> 2	6	124	17%
(1436.)	400		22	20	30-2	91.5	44-2	(*459 )	4807	15	235	331-	243	316	37 25
10°	900	224	90	35	N.	19	15	Bulaness (*483 )	480 300	18	- 31	- 43	92	- 30	45
(914.)	330	7		20%				BEC	220	18	23	27/3	12 39/2	1742	2013
British Sieel	100	8	12	16 <sup>1</sup> 2	6	وتق	11	(*337 )	300	4	102	16	39/2	35-5	35/2
(*189 ) Bass	110	4	36 %	124				Heaven	220	sal-	101-	09%	5 <sup>1</sup> 2	Ole.	1914
(*465.)	500	- 1	21	27		4	85	(227)	240	7	10	135	16	21	2412
		_						Lesmo	160	11	201-2	2612	105	171/2	21
Cable & tiles		54%			10½		30 <sup>1</sup> 2	(*180 ) Lucas inds	120	44	13 20 <sup>1</sup> a	1072	24 61 <sub>2</sub>	1312	16 <sup>3</sup> 2
(*745.)		2012		54			54 <sup>1</sup> 2	(*136 )	140	9	15	17%	6½ 11½	184	22
Courtaulde (*537 )		46년 16	80	60 43½		. µ4 35%≥	21년 43년								
Committee	580	26	37		18	=	-	P & 0 (*633.)			-84 36³₂	73년 48년		30	36½ 61
(Table )	920	7	18	-	43	63	-	Pikingion	120	13	175	18	42	- 3	1212
								(*127 ) Producini	130	512	1212	14	912	131	18 76
(1461 )		184	28% 12	-	14%	જ	_	(317)	330	~;	165	2	512 2012	25	3012
ICI ,			44				4412								
(1889)	750	8	18%	3012	85 <sup>1</sup> 2	8212		RTZ		24	<b>53</b> ½		<b>21</b>	3Ú2	44½ 72
(CS89 )	584 632	<b>45</b>	40 20	-	17	13	-	(1855 ) Redisord	700 460	12 334	2012 48	55	531 <sub>2</sub>	25	7 <u>2</u>
(.363 )	804	•	20	_	-	-	_	(475)	500	14	29	27	53 <sup>1</sup> 2 13 <sup>1</sup> 2 38		67
Land Secur	650	41	23	80	5	12	17	Acyal Innov (*285 )	269	25% 14	34 2 23%	41 31	14b	13 22	16 26
(581)	600	10	24	31	26	34	41	( )						_	_
Marie & S	330	18	29	35 20	7 24	13	16 22	Stat & New	400 500	1943	27 <sup>1</sup> 2	-	22 <sup>1</sup> 4 53	20	-
("340 ) Nations	380	5½ 28	25		1412			(*484 ) Teaco	500 200	25	13 31	-	- 4	37	11
(7468 )	500	7	18	29	3812	됐	57 <sup>2</sup> 3	(218)	220	12	18	24	11 13 37	17	20
								Vocasione	420	30	45%	58	13	2312	29 40k
Sainabury	460	36	49	67 38				(*437 )	300	16	28/2	25%	- 12	20	24
Shell Trees.	500	13		30 51 <sup>2</sup> 2				(*301 )	220	В	112	17	<b>3</b> 24	40°2	4312
(B19 )	850	7	17	2712	351	48	52½			****		_	-	-	less.
Storahouse	200	15	22 13		7년 18	13 24		Opilos	-	41	700	-	13		
(*209 )	220	4	13	10	110	84	_	BAA (733 )	750	145	59½ 34	39	383	47	53
Tradelosi*	ю	p	142	_	41/2	74	-	Japanes 181	460	21	32 14	36	12 <sup>1</sup> / <sub>2</sub> 39	72	24-3
(*106 )	110		912	1312	9	1212		(*464.)	500	6	14	18	æ	-2-5	
Challever	1000 1050	512	78	93	1212	47	33 58	Dettos		-	Sep	Dec	,im	Sep	Dec
(*1030) Zeneca	600	3612	21 J2	67°2	142	37 2	4532	Abbey Nati	390	27	3512		1	10	16
(1615 )	650	1412	2972	48	442	672	74	(7414 )	420	412	16	25	9	2412	30
Option			Oct		_	_		Amskad (*35 )	30 35	15		81 <sup>2</sup>	112	42	31 <sub>2</sub> 51 <sub>2</sub>
Sent like	390	31		49 34	1	15 30	25 <sup>1</sup> 2	Barckya	460	11	29	40	- 4	24	31
(*411.)	420 180		23 <sup>1</sup> 2 23 <sup>1</sup> 2	34 28		16 <sup>3</sup> 2	79-2 19	(*485 )	500	1	12	24	37	-	五
(*185 )	200	6	14	19	19	2812	33	Oter Circle	240	19	28	35	1	8	15
Und Bioculis		39 <sup>1</sup> 2		57½		17 31	22 35	(*258 t	280	- 3	18	2412	ě	17	25
(*387 )	390	ӥ	34 0±t	42 Dec				Beldien Gas	280	13½ 1½	24	28 17%	1	7	13 23½
Option	145		281,	_	_	_	13	C292 )	300 200	1/2 16	12 23	32	Ž	12	17
Flagot (*155 )	160	942	175	1912	1312	202		(213)	220	3	15	22	10	23	毒
			•	_	Ī										

360	_	19	41	31			(-00)			-				-
71	39	10½ 5	-	7	71	-	316	500	30	415	511-2	124	25	29%
	~ =	-		•			(611)	880	7	18%	2742	44	53%	57/2
987	12	241-	221-	ملت	18Ja	22	Brit Telecom	360	33	3812	ولون		1412	يا20
918	416	1530	20	- 59	33%	36%	(*413 )	420	10'2	2042	2412	1849	10	35
90	27%	41	82	13%	25	25 55 <sup>1</sup> 2	Cattory Solt (*438 )	420	100 M	25	8/ 18h	18	12 28	19 20h
480	9	2412	3442	37										
40	28	415	썦	- d		23 <sup>1</sup> 2	Ensiern Soc	420	45	48	82 h	6	12%	17 <sup>1</sup> e
100	8	22	20	2072	47	4412	("459 )	4807	15	23 2	33 <sup>1</sup> 2	2412	31-5	37
		-	-	<b>81.</b>		48	Buinness Catego h	480	37	33	137 <sub>2</sub>	90	194	7
300 330	22 <sup>1</sup> 2 7	30 18	30 h	واق 2016ء	13 92	15 31-b	Stainments (*483 ) MSC	320	18 18	21	275	12	17%	17 <sup>1</sup> 2 37 25 45 20 <sup>1</sup> 2 38 <sup>1</sup> 2
33U 100		12	1610	7	810	31½ 11	(337)	300	4	101	16	3942	30	36-2
110	- 4	- 8	124a	1143	144	17								
400	32	38½ 21	48	12	1912	22	Heaven	220	144	1912	224	54		1312
. 10	5	21	Z/	38	43	50	(*227 ) Leamo	240	.5	10	135	100	21	24-2
							P180 1	180	Sla	13	雷	10.5	301	34%
700	54%	70		101		30 <sup>1</sup> 2	Lucae India	130	144	201	'n	612	1312	21 342 165 22
/60	20학 46학	41		33 5lg		54½ 21½	(*136 j	140	9	15	1772	1112	1942	22
	4041 18	30	40 ju	26	35%	45°2								
500	26	37	_	18	=	-	PAO	800	됐	34	732	13	30	35/2
120	7	18	-			-	(*633 ) Pikingian	120	13	175	10	4	- or	12 <sup>1</sup> 2 18 18
							P127 \	130	512	1272	14	912	134	18
460	1842	28 <sup>1</sup> 9	-	14%	26/2	Ę	Production	300	24/2	314	36°2 22	512	12	16
500		12		48	54		(317)	380	6	19-3	42	يس.	20	3012
	301 <u>e</u>					4부일 87일	RTZ	-	m01-	est.	-	91	941-	441-
		40	- T	17	13	H 2	(1955 )	700	12	201	484	2317	34 <sup>1</sup> 2 64 <sup>1</sup> 2	72
984 802	7	20	-	40		-	Rectand	460	331	46	55°2 37	13%	- 25	36
	,			-			(475)	500	14	25	27	38	13	67 18
650	41	23	50				Royal Inser (*285 )	200	20	201	41 31	145	22	25
800	10	24	31	26	34	41	f new 1		.4			****	-	_
330			35				State & Heart	480	19lo	27 la	_	22Ja	29	
	522	14		24	28 26		(*484 )	500		27 <sup>1</sup> 2 13	-	22 <sup>1</sup> 9 53	37	-
400 800	25	35 18	29	14 <sup>1</sup> 2		20 674	Teeco	200 220	25	31	35	4	9	11 20
	•			2			(*218 ) Vodsloce	420	30	45%	- 55	13	2312	- 28
(60)	36	49	67	7	16	002	(*437 )							
		77	38	ź	M	41	(HELDER)	300	16	285 <sub>2</sub>	29%	12		24 43½
	22	42	512	712	2012	2512	(1301)	220	5	112	17	52 1	40-5	-0.5
860	7	17	2712	351	48	52½	-		No.	-	-	E.	-	.bas
200	15	22 13	27 18	7년 18			Opilos	-					22	207-
20	- 5	13	16	щ	-	_	BAA (*733 )	700	1/2	59½ 34	70 70	317	17	20.5
				#b-	22.	_	Tonnes III	460	21	34	36	121/2	47 22	243
101 110		14½ 8½	13k	422	12%	1512	(*464 )	500	6	14	18	39	45 <sup>1</sup> 2	45
MAR.	E13	700	64	1212	- 24	33								
150	22	47h	53	35	472	528	Optica							Dec
m	3612	ខាង	67°2	142	37 2	45'2	Abbey Nati	390	27	3512	47½	1	10	16
50	1412	2972	46	4473	6/2	74 Eat	(7414.)	420 30	412	16 74	25	9	2412	30 31 <sub>2</sub>
						Feb	Amskad (*35 )	30 35	15	45	812	125	432	512
190	31	.39	49		15	25 <sup>1</sup> 2	Con 1	460	11	29	40	- 4	24 40	31
20	10	2312	34	괴	703-	40 <sup>1</sup> 2 19 33	(*486 )	500	1	12	24	37	40	轰
	13 E	222	10	19	28h	23								
-	201-	51	ATT-las	742	17	22	Otto Circle	240	19	28	35	1	17	15 25
ПОО	212	- 34	42	195	37	365	(7258 )	280		78	24 <sup>1</sup> 2 28	6		13
	14	ᅄ	Dec	30	Oct	Dec	British Gas F292 1	300	172	12	172	9	16	23,5
146	22	281-2	30	412	10%	13	(292	200	16	Z3	- 32	- 2	12	17
160	912	175	1912	13 <sup>1</sup> 2	2012	24	(213)	220	3	15	22	10	23	苯

45 201 <sub>2</sub> 385 <sub>2</sub> 131 <sub>2</sub> 21 341 <sub>2</sub> 21 341 <sub>2</sub> 21 141 <sub>2</sub> 22 63 121 <sub>2</sub> 121 <sub>2</sub> 148 15	Sont Power (*216 ) Sense (*26 ) Fone (*23 ) Fone (*23 ) There 250 (*280 ) Tage (*27 ) Vaci Reals (*53 ) Welcome (*717 )	220 1½ 130 8½ 140 3	65/2 12 14 20 14 20 14 20 15 12 18 24 25 18 24 25 18 24 25 18 24 25 12 12 20 12 12 12 12 12 12 12 12 12 12 12 12 12	16 1 3 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	352 4 352 4 7 5 175 24 7 12 17 18 18 19 7 16 345 58	152 110 110 110 111 112 113
44½ 72		100 PT-51 2725 2775			an 3	
36 67 18	CAULS	146 94	47 16	3	1	1
25	Jel 204	爾 112	治 考	22 45	10	į
-	Sep -	186 - 230 -	113 - 166 -	112	- 1	
11 20	Mar† -	270 -	206 -	1\$1	- 10	7_
29 494	Jun 1	1 3	6 2) 28 45		110 16 114 15	
24 434s	Aug - Sep -	n -	49 - 65 -	90 100	- 16 - 16	3
يمر	Dect -	63 - 80 -	87 - 107 -	130 155	- 16	5
2812		FLEE B	DEX (*2%			_
59 24½		2750 2000			900 <b>9</b> 30	50
45		125 70 125 93	26 E	1	6 2 2	
Dec 16	Aug 195	152 111 166 133	22 SB UN 75	35 53	20 1	1
30	Dec † 250	- 150	- 12	-	-	Ξ
3½ 5½ 31	PUTS Just ½	1 3	12 42		142 19	
55	Aug 15	10 IB 22 34	35 62 54 79	111	42 19 148 19	3
15	Dec † 48	34 45 - 80	68 91 ~ 132		156 (§ 180	=
25 13 23 <sup>1</sup> 2 17 25		atts 1,729	7 Pada 3,48 Pada 724		aky mil	<b>8.</b>

									Hanks so	OMO 8	is person on cars	AND CHAIR PRI	L-36.
			TR/	DILK	MAL	OPTIO	N 3-m	onth ca	li rates				
m moustral/ Affect-Lyons Artested Astec (BSR) BAT Inds BOC BTR Barcleys Boots Bowster Brit Aerospace Britsh Steel Brit Telecom	50 33/4 75 50 31/2 50 31/2 50 41/2 42/2 42/2 42/2 42/2 42/2 42/2 42/2	Cher Com Cour Euro FNFC Forte GION Gen GEC GION GRO GRO	purys	55 	2 Hense 2 ICi 3 Ladb 3 Ladb 1 Lege 2 Lex ! 7 Lloyc 6 Lorth 1 Mark 2 Nativ 5 P & 6 0 Raca	C (75p shi	20 75 15 38 19 45 13 25 26 90 40	Reed II Seins Smid E TT TESD Testo Thorn I Tornkin T & N Unileve Vickets Wellcox	Schm A	3 52 9 40 28 12 20 70 22 15 72 9 75	Brit Land Land Sec MEPC  I OUL Aroon Intt Aviva Pet BP Burmah Ca Premier Co Shell I MEMES RTZ	strol	5 21 60 3 36
But 18lecom -			D IN	ERE\$	T INE	ICES			GHLT	E	OGED AC		
		Jume 10		Jame 8	Jene 7	Year	"lāgh	"Low			perpoint"	5-Day Asurag	
Cout Sees (URC)	96.37	95.36	95.32	95.02	94,99	83.82	98.04	93.28	June 10 June 9		84.0 94.2	84.7 86.1	
Fixed Interest	111.85	111.81	110.99	110.94	111.13	104.63	113.83	108.67	June 8		61.3 77.1	85.8 8 <b>9.</b> 0	
		and market	en adreca co	anno Bardone	127.40 QV	ru <b>33), 1</b> 014	40'10 PA IV	, ug	- A		88.9	99.1	

NY Times buys stronger

concentrates

Damian Fraser

very long time before newspa-

be ready for the electronic age. The Times will likely offer

exciting way of selling national

and retail advertising to clients

targeting the entire north-east

market - an opportunity that could not be duplicated by any

combination of newspapers or

In Boston, many expressed sadness that the Globe, which

has been controlled by the Tay-

lor and Jordan families since

1873, was being swallowed by a

chain, albeit the sober New

York Times. The Globe, a self-styled "seri-

ous" newspaper, follows an independent, liberal editorial

line, and for some readers is

almost as part of Boston iden-

tity as the Red Sox baseball

other media".

newspaper

## Debt crisis at Ferruzzi deepens

By Haig Simonian in Milan

FERRUZZI, the embattled agro-industrial and chemicals group, has failed to meet payments on some of its financial commitments since the end of last month. The failure indicates the depth of the crisis facing Italy's second biggest

private-sector company.

The news, contained in a letter from the company to its five main bank creditors, triggered a collapse of almost 6 per cent, to L760.1, in the shares of the Ferruzzi Finanziaria (Ferfin) holding company yesterday. Investors have given vent to growing fears about the group's ability to remain affoat in its present form.

The falls came as a key ministerial committee in Rome met for a second day to discuss recent proposals by the Bank of Italy to allow commercial banks to take equity stakes in industrial companies. Approving the measure is vital for a widelycanvassed, but still unofficial, plan for creditor banks to swap Ferfin debt for equity to go

The surprising disclosure



Arturo Ferruzzi: family ready to freeze equity holding

about Ferfin's liquidity problems came in a letter, leaked to the Sole 24 Ore business newspaper, from the company to the creditor committee. Among other things, the let-ter reveals that Serafino Fer-

ruzzi, the ultimate holding company and wholly-owned by

ily, headed by Mr Arturo Fer-ruzzi, had debts of about L1,000bn (\$684.5m) at the end

In a sign of the gravity of the situation, the Ferruzzis, who control about 48 per cent of Ferfin, state their readiness to put up their Ferfin shares as collateral to the banks. The Ferruzzis also declare their readiness to step back from group management and to freeze their equity holdings, as well as to open Serafino Fer-ruzzi to outside shareholders if

A separate letter from Ferlin to the creditor banks confirms the listed company's readiness to hand over control to the bank creditors. The letter says all the group's boards of directors were ready to stand down in favour of bank-appointed alternatives, as is senior man-

Ferfin's letter says it will freeze all strategic decisions, such as acquisitions, subject to approval from the banks. It also invites the five banks to bring in other institutions, particularly foreigners, into the creditors' committee. "Our company believes the

not be tackled using internal resources, requires an urgent restructuring of the whole group, including the injection of fresh cash. The controlling shareholders of our company are not able to supply the financial resources necessary to put such a programme into

Ferfin, which has grown ambitiously since the mid-1980s, last month announced record losses of L1,519bn and net debts of L15,123bn. Total group borrowings approach L31.000bn.

Montedison, the main industrial operating subsidiary, lost L1,244bn in 1992.

Shares in Montedison largely resisted the downward trend yesterday, with a fall of just 0.5 per cent decline to L975. However, the equity collapsed in after-hours trading, with a fall to a low of L880 before recovering slightly.

The drop was matched by a precipitous fall in the price of Montedison's non-voting savings stock, which closed 2.5 per cent down on the day at L505 before falling further

#### Japanese securities houses cut spending

By Robert Thomson in Tokyo

JAPAN'S profit-starved securities houses plan to cut their capital spending by 68.1 per cent this year, according to a survey of financial institutions released yesterday by the Bank of Japan.

The country's banks, burdened by bad loans and attempting to cut costs, plan to reduce spending on items such as computers and branch facilities by 17.3 per cent in the year to March, following a 6.2 per cent fall last year.

gests trading conditions are unlikely to improve in the sec-ond half. On average, capital ling will rise 2.5 per cent in the first half, compared to a year earlier, but fall 17.8 per cent in the second half.

Nomera Securities was the only leading Japanese broker to report a net profit last year, reflecting the pressure created by the collapse of stock prices and trading volumes. Although the market has strengthened in recent months, there are lingering concerns that prices and vol-

staff intake and delayed investment on new computer equipment and the renovation of offices. The sharp reductions in spending, which fell 46 per cent last year, are partly a reaction to the excessive expansion during the four years to 1990, when securities industry personnel increased by 41.6 per cent

The spending cuts have hurt the country's electronics comnamies, which would expect to get most of the contracts.

ing strategic fit", it further exposes the company to stag-nant print journalism, and the struggling north-eastern econumes will fall again.

Most brokers have
announced reductions in their omy. Analysts expressed surprise at how much the Times is paying, with the \$1.1bn price tag valuing the Globe at more than 36 times last year's profits, and 2.4 times revenues. "I'm not sure investing this amount of money in an industry as mature as the newspa pers is the best use of cash," says Mr Lanny Baker, a media

analyst at Morgan Stanley in New York. "They are paying at the top end of the range. But it depends on what they make of the paper after they have bought it."

Mr Arthur Ochs Sulzberger,

HE owners of the The

Boston Globe have suc-cumbed to the New

York Times Company and agreed to sell out for \$1.1bn.

The sale ends more than 100 years of family control of the

The takeover turns the New

York Times Company into the fifth largest newspaper chain in the US, with combined daily

circulation of its titles clim-

bing to 2.5m. It becomes the dominant voice in the north-east of the US, with doz-

ens of papers stretching from

Maine to Washington. It also makes it the owner of the two

largest newspapers in New York and New England.

The purchase also adds to

the growing concentration of the US newspaper industry, as

independents pass into the

The US's five largest newspa-

per companies - Gannet,

Knight-Ridder, Newhouse,

Times Mirror and now the New

York Times - have combined daily sales of over 18m copies.

While the Times heralded

hands of the large chains.

newspaper.

The Globe sold out in the end because, of all the suitors, the Times appeared most likely

voice in US north-east The Boston "If there is going to be a partnership, the Times is sure Globe's disposal a classy act to hop into bed with," said Mr Thomas Winends 100 years of ship, former editor of the Bos-ton Globe. It bodes well for the future of New England, family control and further

> caring newspaper."
> In 1996, family trusts owned by Jordans and Taylors expire, making the Globe's parent company, Affiliated Publica-tions, vulnerable to a hostile ownership, writes takeover. With some 100 heirs apparently eager to cash in on publisher of the New York

> the family inheritance, the Times, defended the merger Taylors dared not wait. against critics of the deal, tell-The Times has agreed to pay an equivalent of \$15 a share for ing his own newspaper: "! think it's going to be a very, Affiliated, a 21 per cent premium over Affiliated's stock pers disappear." He said he price on May 28, when rumours of the merger circuwas not just buying a newspa-per, but an organisation that lated. The Times will offer its gathered news, and that would own stock, but owners of Affiliated "A" shares can take up to 15 per cent of their shares in joint advertising sales with the Globe. The merger, said Mr Sulzberger, "provides the opportunity for a new and

that desperately needs a feisty,

The Globe has a week-day circulation of 504,869, making it the US's 13th largest newspaper, and far larger than its nearest local rival, the Boston Herald, owned by Rupert Murdoch's News America PublishZen

| 15 | 162 | 163

Sec.

Pies Actuaries 25

ing Company.
The New York Times has a daily circulation of 1.2m, while its parent company owns 31 regional newspapers, 20 magazines and 5 television compa-

The takeover gives the New York Times Company 60 per cent of the seats on The Boston Globe board. However, The Globe is being promised full management and editorial autonomy, partly allaying fears in a city notoriously sensitive to being in New York's shadow that the takeover will lead to too much outside inter-

#### **US** hospital groups in \$3bn merger

By Martin Dickson in New York

SHARES in Galen Health Care, a large operator of private US hospitals, rose sharply yester-day following the announcement of a \$3.2bn share-exchange merger with Columbia Hospital Corporation. The deal will create America's largest for-profit hospital chain.

The new company, to be called Columbia Healthcare Corporation, will operate 99 hospitals and have annual rev-

enues of over \$5bn. Wall Street warmly welcomed the deal, which was announced after the market closed on Thursday. It involves Galen investors receiving 0.775 shares in the much smaller Columbia for each of the 160m shares of Galen outstanding.

Stock in Columbia rose yesterday morning on the Nasdao over-the-counter market to \$26% at lunchtime, up \$%, while Galen rose \$4% to \$18%.

Columbia, with 26 hospitals in the southern US, is a fast growing chain which acquires groups of hospitals in a particular geographical area and then consolidates them to lower costs and boost occu-

Galen, which is about three spun off earlier this year from Humana, a hospital and health

WEEKLY PRICE

## SAS cleared to negotiate four-way European link-up

By Hugh Carnegy in Steckholm

SCANDINAVIAN Airlines System was given the go-ahead yesterday by its Danish, Norwegian and Swedish owners to negotiate an ambitious alliance with KLM Royal Dutch Airlines, Swissair and Austrian Airlines. The link-up is aimed at establishing a fourth force in the European airline market

lines' outline plan by its parent companies and the three Scandinavian governments.

Under a complex ownership structure, the three governments own 50 per cent of SAS through their respective 50 per cent stakes in the three airline companies which make up 100 per cent of the SAS sharehold-ing. Private shareholders have the remaining 50 per cent of

Government demands hold up Swissair

SWISSAIR said yesterday a co-operation agreement linking it with KLM Royal Dutch Airlines, Scandinavian Airlines System (SAS) and Austrian Airlines could not be signed until September at the earliest, writes Ian Rodger in Zurich.

The four were hoping to agree terms by the end of this month. In the longer term, a full merger is envisioned.

Swissair insisted the delay did not reflect any disagreement or disaffection among the partners. Rather, there were issues tak-

ing longer to resolve than expected. An important one was satisfying the demand of the Swiss federal government that Swissair put forward alternative plans to ensure its independence. The government holds a 7 per cent

stake in the national airline. Swissair, which has made clear its frustration with the government's order, said it would probably be unable to prepare docu-mentation and fix a meeting with federal officials until after the

Meanwhile, Swissair's supervisory board, on which a senior federal government official sits, said following a meeting this week it agreed with the airline's management that it would be increasingly difficult to "go it alone".

many's Lufthanse. SAS said its board of direc-

to compete with British Air- the three airline companies. tion was still to produce a memorandum of understandtors had authorised negotia- ing with its three potential

COCOA - Laudez POX

812 Turnover: 3536 (10157) lots of 10 tormee

High/Low

976 986 990 679 709 698

mer, despite signs of resistance to the integration plan, particularly in Switzerland. The Swiss government has asked Swissair to produce an alternative strategy for consideration which would preserve its inde-

The four airlines announced in April they intended setting up a jointly-owned company with a single management and balance sheet by next year. SAS, KLM and Swissair would each own 30 per cent of

the new company, and Austrian Airlines 10 per cent. The plan envisages "a profit-able, global airline" with an integrated traffic system based

on a multi-hub European net-

work, including Amsterdam,

Copenhagen, Geneva, Stockholm. Vienna and Zurich. Pressure to enter an alliance stems from the need to compete with larger carriers which have the muscle to benefit from greater liberalisation and globalisation of the airline business. These carriers are themselves seeking co-operation agreements and equity investments in other airlines.

However, the question of eventual submergence of the four airlines' present identities into a full merger with a far been left open in recogni-tion of potential political objections.

LONDON METAL IIXONAN

Copper, Grade A (£ per torme)

Cesh 1158-59 3 months 1182-63

#### S&P raises rating of Chase Manhattan debt

STANDARD & Poor's, the credit information agency, yesterday raised its ratings on Chase Manhattan following the New York banking group's sale of \$649m of new shares. writes Martin Dickson.

S&P raised the rating on Chase's senior debt from triple-B-plus to single-A-minus. Two other agencies, Fitch and Duff & Phelps, also raised their ratings on the bank.

Chase announced on Thursday that its offering of 22m shares, first announced in \$29.50 a share. That was substantially below the \$750m the bank hoped to raise in April.

1201-01.5 1211-11.5

## Trizec suspends payout

By Bernard Simon in Toronto

TRIZEC, North America's biggest publicly-traded prop-erty developer, has suspended common-share dividends pending the outcome of a plan to restructure its C\$5.3bn

(US\$4.17bn) debt.
The Calgary-based company, controlled by Toronto's Bronfman family, aims to present its debt-restructuring and recapitalisation proposals by the end

About C\$1.7bn of principal payments, mostly on mortgage loans, are due before the end of 1995. The proposals include delayed preferred share redemptions and extended debt

196,785 lots

(Prices supplied by Amelographed Metal Tracing

Kerb close Open Inte

maturities. The semi-annual dividend has gradually been cut over the past 18 months, from 18 to 5 cents a share.

in a further effort to boost liquidity, Trizec has sold a number of essets, including the bulk of its 23 per cent stake in Rouse Co, a leading US shop-ping mail developer. It is also seeking a buyer for up to 50 per cent of its retirement home subsidiary.

Trizec posted net earnings of C\$5m, equal to a loss of 3.4 cents a share, in the six mouths to April 30, down from C\$12m, or a loss of 1.4 cents a share, a year earlier.

The accounts of Bramalea, are no longer consolidated, Tri-zec's stake having been cut from 72 to 20 per cent.

#### Telegraph lifts Fairfax holding to near 25%

LONDON-BASED newspaper publisher The Telegraph has raised its stake in John Fairfax Holdings, Australia's largest quality newspaper publisher. The group now holds close to a permitted limit of 25 per cent, Reuter reports from London.

The group, controlled by Mr Conrad Black, said since May 17 it had bought more than 22m Fairfax shares, raising its stake from 15.3 to to 18 per cent at a cost of £22.7m (\$35m). The Telegraph also holds options and convertible notes increese its stake to around 24 per cent.

## WORLD COMMODITIES PRICES

1159-**60** 11**62.5-63.**5

um, 99.7% purity & per tonnel

CHANGES	prices	on week	290	1993	1993
Gold per troy oz.	\$371.16	-3,45	\$339.65	5379.75	\$328.06
Silver Per troy oz	284.35p	-10.15	220.50p	299.00p	236.00p
Alumnium 99.7% (cesh)	\$1158.5	+12	\$1271.0	\$1236.5	\$1108
Copper Grade A (cash)	21198.5	-57	£1225.0	£1563.5	P1108.5
Lead(cash)	£260.5	-6	\$295.75	2309	1255.75
Nickel (cash)	36550	-177.5	57187.5	\$6340	\$5630.0
Zinc SHG (cash)	\$916.5	<b>-33</b> .5	\$1447.5	81112	\$916.5
Tin (cash)	85175	-82.5	\$5480.0	36047.5	\$5097.5
Cocca Futures (Jul)	£669	+6	2545	2751	2663
Coffee Futures (Jul)	\$892	-16	5727	<b>3985</b>	\$838
Sugar (LDP Raw)	\$287.0	+11.5	\$252.6	\$317.4	\$204.5
Barley Futures (Sep)	2104.95	+0.35	2108.15	£110.30	2105.30
Wheat Futures (Jun)	£134.00	+0.15	£111.80	<b>2149.45</b>	£133.85
Cotton Outlook A Index	56,50c	-1.55	64.30c	62.35c	54,750
Wool (64s Super)	357p		408p	403p	340p
Oli (Brent Blend)	\$17.725x	-0.675	\$20.925	\$19.53	516.65

# \$17.70-7.75 -.485

London Markets

Oil products (NWE prompt delivery per la	omne CEP	+ or -
Premium Gangine	\$202-204	-2
Ges Of	\$164-165	-4
Heavy Fuel Qu	\$ <del>58-6</del> 0	-1
Naphtha	S174-175	-3
Petroleum Argus Estimates		
Other		+ or -
Gold (per troy cz)\$	\$371.15	+1,9
Silver (per troy azjå	434.0c	+4
Platinum (per troy oz)	\$366.75	-0.1
Patentum (per troy oz)	\$127.00	-0.7
Copper (US Producer)	88.50	
Lead (US Producer)	33.50c	
Tin (Kuala Lumpur market)	13.13r	+0.02
Tin (New York)	239.5c	-1
Zinc (US Prime Western)	62.0c	
Castle (live weight)	143,20p	+0.23*
Sheeto (ans weight)! 🛊	111.65p	-14.3*
Pigs (ive weight)†	85.55p	-3.34°
London dally sugar (raw)	\$287.0	+4.7
Landon dally sugar (white)	\$285.5	+2.5
Tate and Lyle export price	2300.0	+1.5
Sariey (English feed)	Unq	
Malze (US No. 3 yellow)	€166.5	
Wheat (US Dark Northern)	Unq	
Rubber (Jul)*	58.60p	
Rubber (Aug) 🛡	58.75p	
Rubber (KLRSS No 1 Jul)	210.0m	

£ a tonne unless otherwise stated, p-pence/lig. c-cents/lo. r-inggt/lig. y-ful/Aug. z-July.. v-Oct/Dec VLondon physical. \$C#F Rotterdem. \$ Builton mar-

\$279.0

	- Londor	POX	(S per torr
White	Close	Previous	High/Low
Aug	287.70	288.50	288.70 286.10
Oct	283.50	284.00	288.50 282.50
Dec	283,70	284.30	285.00 284.00
Mar	267.00	287.50	289.00 286.00
	71.76 Oct		\$/ber
		E	
	OEL - IP	E Previou	
CRUDE	QEL - EPI	E Previous	s High/Low

18.17 18.40 18.32 18.41 18.44 18.44 18.24 164.50 109.00 168.25 171.00 168.85 172.25 178.50 172.25 178.50 174.50 178.75 174.10 180.50 177.75 181.75 174.00 177.75 170.50 174.50 167.50 16-189.50 16-171.75 16-175.00 17-

176,75 17

.30	COPP	St - Lond	en POX		\$/tor
1.86 50	-	Close	Providus	High/Low	
) )	Jul	863	900	908 890	
, 35	34s	904	814	920 903	
<b>3</b> 5	Nov	811	821	928 911	
	Jan	812	921	928 912	
			325) lots of	ts per pouncil	<b>6</b> 1
S per torne)				15 day averag	
,	(55.03)				
96.10 82.50	POTO	TOTAL - Le	Page 1		2/ton
84.00					
96.00		Close	Previous	High/Low	
ionneli:	Apr	95.2	94.5	95.0 94.5	
control):	May	8.101		101.9 101.0	
	Turnov	er 86 (7) lo	ta of 20 to	1106.	
\$/toerrel					
Low	BOYAL	MEAL - Lo	ndon FOX		£/ton
17.56		Close	Previous	HetyLow	
17,77					
17.96	Jun	149.00	149.00	147.50	
18.11	Turnovi	er 175 ∏00	iots of 20	tonnes.	
18.40 18.32					
18.41		HT - Lond		- Manage	
18.44	riota			\$10/Inde	at po
18.43		Chose	Previous	High/Low	
	Jun	1480	1470	1482 1475	
	Jul	1358	1344	1380 1945	
	Aug	1350	1338	1350 1340 1438 1430	
\$/tonne	Nov	1440	1440	1445 1440	
	Jan	1460	1	1452 1455	
	BFI	1563	1573		
34.50	Turnove	r 335 (135	3		
98.25 98.50		- 000 (.00	•		
73.278					_
74.50	CRAIR	S – Loade	e FOX		2/ton
76.25	Wheat	Ciose	Previous	High/Low	
77.50 NMO	Jun	134.00	131.25	133.00 132.0	0
75.75	Nov	108.90	108.45	105.90 108.3	
	Jen	111.60	111.15	111.60 110.9	
98	Mar May	114.00 116.00	115.70	113.70 113.5 115.95 115.5	
-	-yen	116.90		116.45	•
	Barley	Close	Previous	High/Low	
testem	Nov	107.90	107.45	107,90 107.8	5
r crops,	Mar	112.15	111.95	111,70 111.8	
peoper.	Turnese	c: Wheel 3	01 (90), Ba	lev 24 (68).	
ne, with \$1,825.			00 Tonnes.	-, ,	
d. China					

PIGS - London FOX

(Cash Settlems

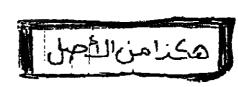
102.0

Close Previous High/Low 102.0 102.0

		6615-20
\$/tonne	This (\$ per loss	
	Cosh :	170-80 5225-35
	Zinc, Special	
	Cash (	16-17 34-35
	LME Closing	£/B rain:
for Jun	SPOT- 1.5250	
pe 54.63		
	LONDON BU	MALION MAP MALDY N MAP
Eltorne	Gold (troy az)	\$ price
DATE	Close	371.00-371.
	Opening the	370.25-370. 370.20
	Morning the Afternoon fix Day's high	370.35
	Day's low	371.00-371. 369.80-370.
	Loco Ldn Me	en Gold Ler
€/torme	1 month 2 months	2.43 2.45
	2 months	2.50
	Silver fix	p/troy oz
	Spot	281.40
	5 months 6 months	285.50 289.50
ex point	12 months	296.85
	GOLD COME	3
		\$ price
	Krugerand	370.00-37
	Krugerrand Maple leaf New Sovereig	381,35-38
	Maple leaf New Sovereig	381,35-88 n 88.00-91.0
	Maple leaf New Sovereig TRADED OP	381,35-38 n 88,00-91.0
	Maple leaf New Sovereig TRADED OP Aluminium (Si	381,35-88 ri 88.00-81.0 TIONS
Pitrona	Maple leaf New Sovereig TRADED OP	381,35-38 ri 88.00-81.0 TIONS
E/tonne	Maple leaf New Sovereig TRADED OP Aluminium (Si Stries price \$ 1150 1175	381,35-38 n 88,00-91.0 TIOHS 0,7%) ( tonne Aug 47 33
	Maple leaf New Sovereig TRADED OP Abuntahum (Si Strike price \$ 1150 1175 1200	381,35-38 n 88,00-61.0 TIOHS 0.7%) ( torme Aug 47 33 23
10	Maple leaf New Sovereig TRADEZ OP Abrille (Si Strike price \$ 1150 1175 1200 Copper (Grad	381,35-38 ri 89,00-61,4 TIGHES 2,796) ( torme Aug 47 33 23 p A) (
10 10 15	Maple leaf New Sovereig TRADED OP Abantintum (Si Strike price \$ 1150 1175 1200 Copper (Gradi	381,35-38 83,00-81.0 TIONES 2.796) ( borme Aug 47 33 23 8 A) ( 81
10	Maple leaf New Sovereig TRADEZ OP Abrille (Si Strike price \$ 1150 1175 1200 Copper (Grad	381,35-38 ri 89,00-61,4 TIGHES 2,796) ( torme Aug 47 33 23 p A) (
10 10 15	Maple leaf New Sovereig TRADED OP Abantintum (Si Strike price \$ 1150 1175 1200 Copper (Gradi	391,35-38 in 88,00-91.0 TRONS 0.796) (c torme Aug 47 33 23 e A) (c 81 66 46
5 5 5 5 5	Maphi leaf New Sovereig TRADIED OP Aluminium (Si Strike price \$ 1150 1200 Copper (Gradi 1800 Coffee 650	381,35-38 ni 88,00-91,1 TTIORES 2,7%) C borne Aug 47 23 23 e A) ( 81 66 46
10 10 15	Marphe leaf New Sovereig TRADEED OP Aluminitum (Si Strike price \$ 1150 1175 1175 12800 Cepper (Grad 1800 1850 1800	391,35-38 in 88,00-91.0 TRONS 0.796) (c torme Aug 47 33 23 e A) (c 81 66 46
5	Marphe leaf New Sovereig TRADEED OP Aluminitum (Si Stries price \$ 1150 1175 1200 Cepper (Grad 1800 1850 1800 Coffee 650 900 950 Cocces	381,35-38 ni 88,00-91,1 TTIOHES 3,7%) ( torme Aug 47 33 23 6 A) ( 81 66 48 48 48 9
5	Marphe leaf New Sovereig TRADED OP Abstriktions (Si Strike price \$ 1150 1175 1200 Cepper (Grad 1800 1800 1800 Coffee 650 900 950	381,35-38 ni 88,00-91,1 TTORES 2.796) C bomme Aug 47 23 23 e A) ( 81 66 46 46
00 00 05 00 05	Maple leaf New Sovereig TRADED OP Aluminium (Si Strike price \$ 1156 1175 1200 Copper (Grad 1800 Coffee E50 900 900 Cocces e25	381,35-38 ni 88,00-91,1 TTIOHES 3,7%) ( torme Aug 47 33 23 6 A) ( 81 66 48 48 48 9
00 00 05 00 05	Maple leaf New Sovereig TRADED OP Aluminium (56 Strike price \$ 1156 1200 Copper (Gradi 1800 Coffee 850 900 950 Coccea e25 650 675	381,35-38 ni 88,00-91,1 TTIORES 2.796) C borne Aug 47 23 23 e A) (1 86 46 48 48 49 47 47 48 48 48 48 48 48 48 48 48 48 48 48 48
00 00 05 00 05	Maphe leaf New Sovereig TRADIED OP Aluminium (56 Strike price \$ 1156 1175 1200 Copper (Gradi 1800 Coffee 650 900 950 Coccea 625 650 675 Breat Crude	381,35-38 ni 88,00-91,1 TTIONES 2,796) C bomme Aug 47 23 23 e A) ( 81 66 48 48 48 48 49 44 20 4
5	Marphe leaf New Sovereig TRADEED OP Alambritant (Si Strike price \$ 1150 1175 1200 Copper (Grad 1800 1850 1800 1850 1900 950 Correct 650 675 Brent Crude	381,35-38 ni 88,00-91,1 TTIORES 2.796) C borne Aug 47 23 23 e A) (1 86 46 48 48 49 47 47 48 48 48 48 48 48 48 48 48 48 48 48 48
00 00 05 00 05	Maphe leaf New Sovereig TRADIED OP Aluminium (56 Strike price \$ 1156 1175 1200 Copper (Gradi 1800 Coffee 650 900 950 Coccea 625 650 675 Breat Crude	381,35-38 ni 88,00-91,1 TRONS 0.796) C tonne Aug 47 23 e A) C 81 68 48 48 49 49 40 44 40 41 41 42 43 44 44 45 46 46 47 48 48 48 48 48 48 48 48 48 48 48 48 48
00 00 05 00 05	Marphe leaf New Sovereig TRADEED OP Alambritant (Si Strike price \$ 1150 1175 1200 Copper (Grad 1800 1850 1800 1850 1900 950 Correct 650 675 Brent Crude	381,35-38 ni 88,00-91,1 TRONS 0.796) C tonne Aug 47 23 e A) C 81 68 48 48 49 49 40 44 40 41 41 42 43 44 44 45 46 46 47 48 48 48 48 48 48 48 48 48 48 48 48 48

(C per	icrre)							Total	dely turn	over 2,930 lot
nths	269.5-7	70	202- 271.	<b>63</b> 5-725	260.25/2 270/269.	80 . 5	259,75-60,2 269,75-70,0	209.5-7		1,169 lots
N (S pt	r torme)							Total	delly turns	<del>&gt;&gt;ur</del> 5,053 lot
enting	5545-56 5615-26		5690 6680	1-600 1-65	\$590/581		9985-85 5829-30	5620-0		9,549 lots
per is	AALE)							Total	daily func	over 1,518 tot
espine	5170-8 5225-3		5170 5230		5280 5245/520		6175-80 5235-40	5225-3	5 11	2,181 lots
Speci	af Hiligh (	Grade	S per	tonrej				Tetal c	tilly fumov	er 11,186 lot
nins	916-17 934-35		925- 943-		915.5 945/337		815-15.5 833-33.6	937-36	6	,231 lots
Closin 1.525	g £/6 n	Ŕe:	ii mor	ME 1.5	182	5	monta 1,	1074	9 n	northis: 1,501
	CULLION Stack by			and .		Ne	ew Y	ork		
(troy o	z) S pri	CĐ		t equite	sient.	GOL	D 100 troy	w. Chan		
		10-371.	30			-				
ng		5-370.	76			_	Cione	Pravious	High/Lo	
ing the	370.2			\$42.357		- Jun	366.1	369.6	371.2	363.0
loon fb		15 10-371.		242.298		Jul Aug	366.7 367.5	370.2	873.5	364.5
high high		0-371. 0-370.				Out	389.2	372.8	374.8	366.0
	_		_			Dec	370.8	374.5	370.5	367.5
LOTT	Seen Go	_	COUNTY I	anner û		Feb	372.3 373.9	376.1 377.8	379.9	369.5 375.0
nth .		43	8 mo		2.54	Jun	375.5	379.5	381.0	371.5
nths athr		.45 .50	12 M	OUGS	2,60	Aug	377.8	381.3	382.6	373.0
fix	p/tro	_		US cts	ecuty	PLAT	TINUM 50 b	oy oz: \$/tro	y 02.	
	281.4			431.00			Ciose	Previous	High/Lor	
والتد	285.5	iσ		434,10		Jul	385.7	388.7	390.0	384.0
Title.	289.5			438.00		Jen	384.3 386.1	385.3 385.2	389.0 387,5	383.0 387.0
onths	296.8	Ю		445.85		Apr	385.6	385.2	390.0	387.0
COM	-					SILV	ER 6,000 to	y oz, cents	/troy ce.	
			_	-			Close	Previous	High/Lox	y
		rice		g edity		Jun	418.5	430.1	0	0
mand		100-37		242.00	-245.00	34	419.3	431.0	436.6	416.0
i leaf Soverei		,35-38 00-91.0		67.00-E	- nn	Aug	420.9 422.4	432.6	437.0 440.0	433.0 419.0
******	<b>y</b> . o	00-01-4	~	0.00		Sep	427.1	434.2 438.9	444.5	423.0
-	PTIONS	_				Jan Mer May Jul	427.7	439.5	0	0
						Mer	431.8 435.1	443.4	448.5 451.5	434.0 435.1
nham (	99.7%)		ialis.		Puts	Jul	438.2	447.1 450.3	454.5	445.5
price :	\$ tonne	Aug	Oct.	Aug	Oct	Sep	441.8	453.9	451,B	451.0
		47 33	69 54	20 30	27 37	HIGH	GRADE C	OPPER 25,0	000 lbs; ce	ris/bs
		23	42	44	48		Close	Previous	High/Los	
er (Gra	de A)	0	alls.		Pués	Jun Jul	82.50 82.70	82.20 82,15	82.50 82.75	82.00, 81.50
		<b>9</b> 1	114	62	75	AUG	82.85	52.30	0	0
		66	90	77	100	Sep	83.05	82.50	83.20	81.90
		46	69	198	128	Oct Nov	83.15 83.25	<b>82.60</b> 82.70	0	0
						Dec	83.40	82.85	83.30	82.40
3		Jel	Sep	34	Sep	Jago Feto	83.55 83.65	83.00 83.10	82.7G	<i>Q</i> 82.70
		43 9	76 47	1	22 43	Mar	63.60	83.30	83.40	83.40
		8	28	58	74	CRUI	DE CHL (Ligh	1 COD 11	S == 66	arrei .
		Juli	Sep	Jú	Sép		Letest	Previous	High/Low	
		44	62		7	Jul	18.98	19.28	19.16	18.83
		20	43 28	10	13 23	Aug Sep	19,54	19.86	19.48 19.65	19.17
		4	20			Oct	19.65	19.64	19.76	19.50
-		Jul	A.15	Ju	Aug	Nov Disu	19.82 19.82	19.92 19.98 -	19.83 19.87	19.58 19.68
Crude	'		Aug			dan	19.83	20.03	19.95	19.75
		17	33	40	43 88	Feb	19,94	20.05	20.02	19.90
		1	14 8		-	Apr	19.93 19.97	20.06 20.07	19.99 20.00	19.93 19.97
						-	10.07	enni.		10-01

							•		
HEA	TING OIL	42,000 US s	nile, cente	AUS gatie		hicag	10		
_	Latest	Previous	High/Lo	<del>-</del>			,000 bu min;	nemerica i	t select
Ju	52.75	53.17	63.36	52,46		Close	Previous		
Aug	53.55	53.90	53.90	53.25	· · <del>· · ·</del>				_
Sep	54,70	54.97	54.90	54.40	Jul Aug	598/6 596/4	591/4 586/8	594/6 591/4	88 68
Oct Nov	55.75 58.80	55.00 57.00	58.00 57.00	55.45 56.50	Bep	583/4	585/2	588/4	58
Dec	57.75	57.50	57.96	57.40	NOV	663/4	885/2	580/4	892
Jan	56.30	58.58	56.55	56.05	Jan Mar	589/4 598/0	591/4 699/4	595/0 601/4	584 696
Feb	56.30	58.40	86.50	56.10	May	600/0	601/4	804/4	898 898
Mer	\$7.35	57.30	87.50	57,10	Jul	601/6	603/6	606/0	900
Apr	86.80 CA (0 loos	58.07	86.30	86.07	SOY		60,000 the		
	Close	Previous	High/Lo		— <u>—</u>	20.49	Previous		
			<u> </u>		- Aug	20.49	20.82	20.87	20. 20.
Jul Sep	845 881	866 902	670 903	845 850	Sec	20.72	20.94	20.96	20.
Dec	900	937	900	820	Oat	20.86	21.00	21.06	20.
Min	968	976	976	R65	Dec Jen	21.07	21.27 21.37	21.31 21.38	21.1 21.1
May	967	10.00	1000	987	Mary	21.39	21.57	21.57	21.
Jul	1009	1022	1026	1015	Mey	21.60	21,75	21.60	21.
Sep Dec	1082 1085	1076	1060 0	1042 0	âCY/	ABEAN ME	AL 100 tons	\$/ton	
Mar	1098	1111	1100	1106		Close	Previous	High/Los	
COF	PEE "C" 37	,500lbe; cer	its/Ros		Jul Aug	167.8 188.6	187.6 187.1	188.5	186
	Closic	Privious	High/Lo	w	Sec	188.2	186.7	187.9 187.4	185 185
Jul	\$7,16	59,06	59.15	87.00	- Oct	185.8	186.5	187.2	185
Sep	89.76	81.00	61.00	· 59.00	Dec Jan	186.3 186.4	187.0 187.0	188.0 167.8	186
Dec	61.90	63.50	63.60	61.80	Mar	185.9	187,4	185.0	186 186
Har	64.50	66.00	85.25	64.40	Mey	187.8	188.0	188.5	188
May Jul	66.15 67.90	67.80 89.26	87.00	66.30	MAIZ	E 5,000 bu	min; cents/5	isda dishel	
Бер	89.60	70.75	87.90 70.00	67.90 79.00		Close	Providen	High/Lov	,
		711° 112,0			— <del>Jul</del>	215/0	217/4	218/2	214
					Sep	220/2	222/8	223/4	220
	Close	Previous	High/Los	<u> </u>	Dec — Mari	226/6 234/2	229/6 237/0	230/4 237/4	226 234
Jul	11.06	11.12	11.20	10.95	May	239/2	241/4	242/0	239
Oct Mar	11.31 71,01	11.48 11.10	11.55 11.18	11,25 11,00	Jul Sap	242/4 240/4	244/8	245/0	242
May	10.87	10.96	10.98	10.87	Dec	239/4	242/0 240/2	242/0 240/6	240
Jul	10.73	10.84	10.90	10.79	WHE	KT 5.000 b.	min; cents		
Oct	10.58	10.70	0	0		Close	Provide	High/Low	,
COTT	ON 50,000	CONTRACTOR			Jui	283/6	283/4	285/2	263
	Close	Previous	High/Lov		Sap	288/4	288/4	289/4	288
Jul	58.47	58.77	68.70	58.02	— Deg	300/0	304/2	300/4 305/6	298/ 304/
Oct	58.10	58.50	5E.35	57.70	May	304/4	304/0	305/4	304
Dec	57 <u>.92</u> 58.97	58.18 59.17	58.10 59.05	57.60 56.75	ᄺ	304/4	304/B	305/0	304/
May	59.70	59.78	59.80	59.80	LIVE	CATTLE 40	.000 lbs; can	ts/0s	
Jul Oct	60.22 58.90	50.25 59.80	60.21 0	60.00		Close	Previous	High/Low	
					_ Jun	77.925	77.000	77.975	77.5
OHAN	GE JUICE	15,000 Ras;	cents/lbs		Aug Oct	75.960 75.900	75.450 75.525	75.975 75.950	75.3 75.4
	Close		High/Low	•	Dec	75.925	75.725	75.950	75.8
Jest	106.00	108.30	100,00	105.75	– Feb Apr	75,375 76,500	76.350 76.300	75.475	75.2
	109.00	111.50	111.00	106.80	Jun	73.625	73.325	76,500 73,800	78.15 73.5
Nov Jan	111.60	113.75 115.25	113.50 115.00	111.60 113.10	LIVE	40GS 40,00	00 lb; cente/s		
Mar	114.90	118.55	118.00	114.60		Close	Previous	High/Low	
-	115.00	117.05	0	0	Jun	50,500	51,250		
Jul Sepi	115.60 115.60	117.05 117.05	0	0	नोर्धा	47.975	48.650	51.200 48.900	50.43 47.90
Nov	115.80	117.05	0	a	Aug Oct	46.150 40.825	47.075	47_126	46.00
					Dec	41.325	41.850 42.825	41.825 42.500	40.78
: —	CES				Feb	41.000 40.500	42.500	42.500	41.00
REL		se:Septembe	ir 18 1931	= 10C)	Jun	45.800	41.700 47.300	41.500 0	40.20 45.80
1-	Jun.11	Jun. 10	unupp eð	угадо	PORK		0.000 lbs; ce		-0.01
I	1652.8	1657.1	1688.9	1585.4		Close	Previous	High/Low	
<u>DON</u>		Best Dec. (			Jul	33.950	35,300	35.500	
1_	Jun.10	JUILD	mmth ag	yr ago	Aug	33,500	34.800	35.075	33.80 33.42
l Spot	119.93	119 04	110 74	110.00	Fig	39.625	40.275	40.000	W



#### CURRENCIES, MONEY AND CAPITAL MARKETS

FINANCIAL FUTURES AND OPTIONS

#### FOREIGN EXCHANGES

## Dollar down on inflation data

THE DOLLAR lost 1% pfennigs against the D-Mark yesterday after May's producer prices figures in the US showed that the rate of inflation was far smaller than had been anticipated, writes James Blitz.

Last month's producer price index showed a month-onmonth rise of 0.6 per cent, raising strong speculation that the Federal Reserve would tighten interest rates later this year. However, the May figure

showed producer price inflation unchanged, with the exfood and energy figure up 0.2

\*

1

8

As if this were not enough to dash thoughts of an interest rate rise, the May retail sales figures also underlined that the US does not need policy tightening at the moment. Retail sales rose 0.1 per cent on the month, with the ex-autos figure unchanged. This compared with a much higher mar-ket expectation of a 1.0 per cent rise in the figure.

E IN NEW YORK

5240-1,5250 0.35-0.34pm 0.99-0.97pm 2.95-2.86pm

STERLING INDEX

**CURRENCY PATES** 

E-935951 E-9397 1.87090 47.5474 8.85485 NNA 2.80135 7.75965 2110.38 150.0275 9.80275 9.80275 10.2074 2.00275 2.0027

Park (

A Bork rate relice to carcrel tests decr There are not quested by the CV, Special T-Bertopian Commission Calculations, All SDR colors are for June 10

**CURRENCY MOVEMENTS** 

79.3 63.8 93.4 113.6 114.8 117.3 123.0 111.8 118.6

Morgan Governity changes: average 1980-1982-100, Sunk of England (Base

OTHER CURRENCIES

A 11

Jage 11

8.30 9.00 10.00 11.00 Noon 1.00 2.00 3.00 4.00

Previou Close

1,5265 1,5265 0.34 0,33pm 1,00 0,96pm 3,00 2,90pm

79.0 79.2 79.2 79.2 79.2 79.2 79.2 79.2 79.3

0.79407 1.19709 1.53470 15.7871 15.7872 41.2051 7.47224 1.35504 17.508 127.508

+15.32 +15.32 +15.32 +11.30 +11.30 +31.33 +19.65 +29.34

109.3 -6.92 82.6 -32.78 170.5 +120.97 90.8 -30.70

Before the figures were released, the dollar was bid as high as DM1.6335. But it quickly dropped back to bottom out at DM1.6180, closing in London at DM1.6255.

The market will wait for next week's consumer price inflation figure before giving its final verdict on US interest as strong performer, amid growing belief that the UK week's consumer price as strong performer, amid growing belief that the UK week's consumer price as strong performer, amid growing belief that the UK week's consumer price inflation. rate moves. Further confirmation could also come from the Michigan consumer confidence survey for June, due on Friday, which will show whether these inflation figures are a blip.

The dollar lost a little less ground against the Japanese yen, following the onslaught it has received in recent days. Dealers awaited the outcome of yesterday's trade talks between the US and Japan, at which the US was expected to push for a reduction of Tokyo's

focus for the market next week

ance figures for May, whi

The yen closed at Y106 from a previous Y106.20.

In Europe, sterling was ag this year. However, after per ing at DM2.4960, the pound i by two pfennigs in the afternoon amid rumours that British newspaper will so report a new scandal at heart of Mr John Major's g ernment. The pound closed DM2.4750, down % of a plent

on the day.

Trading inside the Europe exchange rate mechanism w quiet yesterday. But most ca rencies have performed so we against the D-Mark in rece trade surplus.

Unless these telks produce a rumours last night the startling result, the yen is likely to retrace a little. But a could cut interest rates again. next week.

EMS EUROPEAN CUITRENCY UNIT RATES									
	Constrat Constrat Passes	Currency Associate Against Exar Ibo 11	% Chenge from Cuttinal Rate	N Spend ve Wasingt Carriedy	Directories Indicates				
orispuna Escusio panish Peedu rish Part latch Guider laight Franc I-Mark latela Krone ranch Franc	192.854 154.250 0.806538 2.19672 40.2123 1.94984 7.43878 6.53883	185.784 150.044 0,801618 2.19384 40.2037 1.95588 7,47224 8,57884	-3.69 -2.73 -0.67 -0.14 -0.02 0.32 0.46 0.51	4.46 3.43 1.45 0.75 0.63 0.13 0.13	82 42 10 -16 -19				

nine set by the European Comedicalos. Currencias are in cleasanding relation strangle. Percent for Eur. 4 positive change denoise a mask capacity. Divergince about the actio behavior provenings difference behaviour the action immige and Eur certain case for a correct, and realized percentage delettion of the currency's married rate from the Eur central state.

Jun 11	Day's spread	Close	One sepath	5.0	Tires mosiles	% p.a.
Reds	1.0010 - 1.000 1.9465 - 1.9675 2.7760 - 2.5111 50.00 - 41.00 1.0101 - 1.520 1.0101 - 1.520 1.0101 - 1.520 1.0201 - 10.540 1.0201 - 10.540 1.0201 - 10.540 1.0201 - 11.120 17.37 - 17.50 1.2501 - 2.5110	8.3175 - 8.3275	0.36-0.34cpm 0.27-0.15cpm 3-7csis 3-7csis 3-7csis 3-7csis 3-1-2-2-3csis 4-1-2-3csis 38-95csis 38-95csis 3-1-2-3csis 1-1-2-3csis 1-1-2-3csis 1-2-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3csis 1-3-3-3-3-3-3csis 1-3-3-3-3-3-3-3-3-3-3-3-3-3-3-3-3-3-3-3	2.78 1.41 -1.35 -1.18 -2.13 -2.13 -2.13 -2.13 -1.32 -2.23 -1.32 -2.23 -1.32 -2.23 -1.32 -2.23 -1.32 -2.33 -1.34	1.02-0.98pm 0.80-0.46pm 12-10da 13-10da 13-10da 140-430da 140-430da 141-430d	2.8 1.00 -0.9 -1.10 -1.77 -1.7

Jun 11	Day's	Close	Cine proste	150 150 150	Tartel	PÅ.
K†	1,229 - 1,238	1,5290 - 1,5260	0.38-0.34cpm	2.75	1,02-0.99pm	2.5
	1.Alan - 1.5070	1.3030 - 1.5040	0.50 d.47cpm	157	1.42-1.3700	3.7
MRK2	1,2760 - 1,2635	1.27年 - 1.366	0.13-0.10cdis	-1.55	8.47-0.5306	-1.5
the trade .	7.0155 - 7.0110	1.6100 - 1.6190	L67-0.80cdb)	-3.86	1,56-1.64(8)	41
		He HS	8.50-12.00cos	-9.66	29.50-23.5046	-3.7
MININK	6.1860 - 6.2675	8.1975 - 8.2025	2.80-1.10mm	-5.52	7.40-8.0041	-4.9
runnay	1,4130 - 1,6330	1.650	0.62-0.63-004	4.81	J35-1,3766	-0
rhigh	154.06 - 154.00	154.10 · 184.20		-10.39	383-39948	-19.1
min	124,10 - 125.25	124,40 - 124,50	91-98cdid	-0.02 )	250-250(5)	-8.2
7	1478.00 - 1482.00	1478.79 - 1479.25	8.40-4 00threds	-7.06	26.D1)-26.20(4)	-7.1
	E.8540 - 6.8005	4.0050 - 4.5700	1.90-2.30mms	-157	6.06-6.8001	-3.7
- I	5.4429 - 6.4920	1.65 + 1.675	1,97-207cdia	-4.44	5.55-5.70(4)	-4.1
(4) (i)	7.176 - 7.2375	7.2000 - 7.2050	295-1.350 adu	-625	8.30-9.006s	-4.8
pen	105.00 - 104.00	100.30 + 10E.10	C.Oldo parypal	-0.06	9,05-0.04pm	
	11.4200 · 11.4600		3.50-3.00g-ccas	-0.63	(L20-10.656)	-3.5
stanterd.		1,4400 - 1,6530	(1.23)-0.27 cda	-2.07	0.56-0.704a	-u
mt	1.1975 - 1.2076	1.30 = 1.30	Q.48-Q.45cpm	4.86	1,27-1,24pm	4.1

Am 11	Short	7 Days	Onto	Three	Ster	Chap
	tyrm	notice	Membe	Months	Months	Vinger
terface  5 Onlier  5 Onlier  5 Onlier  5 Onlier  5 Onlier  1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	6 54 47 4 47 4 47 4 47 4 47 4 47 4 47 4	######################################	######################################	######################################	######################################	andstatestatist

Jun 11		8	Maritago US Dollar		- 5	- 54s	34	55	57 24 48	5	제 · 뒤	3	: 35	54 34	: 32
Argentina	1,525 - 1,580 2,745 - 2,2465	1.4700 - 1.4710	Case. Ook Deatch Gu	M	- 4	- 42	1	4	44	64 1	45 - 45	1 5	4 - 5	20.00	. 2
Brazil	70590.2 - 70991.5 R.2005 - 8.2395	5.4400   5.4400	Seetas Fo		_   설	- 54	514	· 8	**		55 - 65 54 - 54	. 6	- 42	4	- 4
Greece		219.30 - 221.70	O-Mark_ French F		= 73	- 71		- 71	773 - 7	4	7 <b>4 -</b> 72	7	1	64	- 3
Ten	2417.00 - 2449.0		italien Lis Balaise 2	Mil.	- 1	4 - 7	74	- 10	74 -	7	74 - 7	6	64	104 55	1:3
Korea(S&) Koreak	1715.40 - 1755.00 0.40900 - 0.40000	0.30070 - 0.30120	Yert	met.	_ 31	310	34 34	: 20	# to - 1	與「	14 - 34 16 - 84	1 3	- 34	1 7	: 72
Lucembourg Mataysia	93.65 - 51.45 19180 - 3.66	33.40 - 33.50 2.5695 - 2.5715	Action SS Specials		3 <sup>1</sup>	24		125			3년 - 2년 15 - 11	t   3%	212	10%	
Mendo	4,7754 - 4,7765 2,8115 - 2,8150	1,1250 - 1,1276 LB405 - 1,3436	Portugue		131		134	- 23	134		134 - E			1322	- 12%
Saudi Ar	5.7255 - 5.73 2.4575 - 2.4635	174% - 1755 150m - 1200	14-54 P	formit	100 mg	41,	43° ba.		e years	545 p		yes S	1-54 p	CONT;	9 7000
S.Af (Cml	4,8520 - 4,8770 7,5420 - 7,0570	1.1870 - 1.1885 4.8100 - 4.1830	93-5 <u>4</u>	2 (34)	-		-	1 62 4	W 04	44.4	Marine I.		, mm only	0044	
S.Al (Fe) Takean	39.50 - 39.66 5.6045 - 5.6175	25.65 - 25.95 1.6715 - 3.6735				EX	CHA	NGE	CR	985	RAT	2.			
UAE	2,0045 - 2,0173	T0112 - T0130	Jane 11	- 6	*	DM	Yes	72	8 Pc	N PL	Lie	28	8 Ar.	Pip.	Since
			•	0.666	1.526	2.475	161.8 106.0	6.323 5.454	2.210 1.448	2.775	2258. 1478	1.853	51.00 33.42	189.5	1.267
550	RWARD I	RATES		0.404	0.617	15.30	85.37 1000	3.363 51.44	0.893	1.121	911.5	0.789	315.2	76.51 1172	0.512 7.831
	UNST ST		P FE	6.180 1.201	1,533	2.974	194.4	10.	2.655	3.334 1.256	2711	2347	81.28 23.08	227.8 85.79	1.527
	7.7	8 11	S FL	0.462 0.360	0.550	1.120 0.892	58.31	2.900	0.796	1	813.0	0.704	18.38	82.32 84.04	0.552
			G S	0.443	0.876	1.097 1.267	71.72 82.55	3.689 4.282	1.132	1.230	1000.	1	28.11	97.05	0.549
tilk Dellar	15255 1.5226 1.5	154 1.5073 1.4855	8.05	1.961	2.982	4,853	317.3	16.32 4.390	1.166	1.454	1190	1.030	100. 26.90	371.8	2.484
D-mode	SATS   24790   24	ST 24918 24953	Pho	0.627	0.805	1.305									
French Ft.	EATS 24790 24	857   2,4919   2,4953 526   8,3702   8,3798	Fin Fon per	Q.789	1.204	1.953	127.7	6.589	1.744	2190	1761	1.541	40.25	149.6	3.

	FINANCIAL FUTURE	
	LIFFE LONG CAT FUTURES OFFICES \$50,000 DATA of 100%	LIFFE CAND DUISE FRAME OFFICIALS SPIL Ton points of 180%
bal- ich rfui 6.05	String Cells-actitorium Parts-actitoments Price Sup Dec Sup Dec 102 3-02 2-58 0-58 1-20 Dec 102 3-02 2-58 0-58 1-20 102 1-20 102 2-18 3-12 0-44 1-48 104 1-41 1-64 1-42 2-63 105 1-67 1-58 2-69 105 1-67 1-58 2-69 107 0-29 0-51 3-65 4-13 107 0-29 0-51 3-65 4-13 108 0-18 0-37 3-42 4-63 108 0-18 0-37 3-42 4-63 108 0-18 0-28 4-38 3-32 Estember utget ball, Calls 1408 Pais 2018 President days upon tar. Cells 2014 Pais 14053	Colis-collismantis   Puls-collismantis   Pul
ain da	LETE EXPONENT OFFICES	LIFTE COLLY IN COLUMN STATE FUTURES
will ater	Strike Cale-extilenously Prés-collingents	GP71045 Line 200m 1004e of 1006 Siries Culturationness Date authorists
eak- fell	Price Jun Sep Jun Sep 9175 0.89 0 9200 0.44 1.24 0 0 9225 0.19 1.00 0 0.01	Prices Sup Onc Sup Onc 9800 1.91 2.40 0.67 1.23 9960 1.35 2.11 0.65 1.54
late at a	9225 0.19 1.00 0 0.01 9256 0.01 0.76 0.07 0.00 9275 0 0.84 0.31 0.05 9300 0 0.36 0.56 0.12	1000 120 1.65 1.06 1.76 1005 1.64 1.62 1.30 2.05 1010 0.62 1.40 1.56 2.35 1018 0.63 1.31 1.59 2.44 1020 0.47 1.03 1.35 2.96
oon the	9325 8 0.22 0.81 0.23 9350 0 0.11 1.06 0.39	1025 0.35 0.88 2.61 3.31
ov-	Estimant volum total, Calin 2101 Pate 2050 Province day's open Int. Calin 170003 Pate 102201	Enterented verbanne inted, Cydic 572 Pada 115 Presidente day's open lat. Cada 8457 Pada 5163
nig	LONDON (LIFFE)	CHICAGO  U.S. TREASURY BONDS (CET) 8%
ean Was	\$59,000 22nds of 100% Close High Law Pres. Jun 105-17 105-23 105-13 105-17	\$100,000 22mds of 100% Latest High Low Pres
vell	Sep 104-19 104-24 104-12 104-18 Estimated volume 33180 (30961) Provious day's open int. 67006 (66043)	\$100,000 22mds of 10078.  Lanest High Low Pre- Jun 112-27 113-10 113-25 112-26 Sup 111-17 111-22 110-27 110-21 Dec 110-13 170-15 100-31 100-8 Jun 108-05 108-07 100-30 100-15 Sup 107-07 107-07 107-08 100-10 Dec 107-07 107-07 107-08 100-11 Dec 108-08 108-09 108-11
ent	C% MITTERNAL CENTRAL CONT. BOOD .	Jun 108-06 108-07 108-00 167-16 Sup 107-07 107-07 107-08 108-1
hat ark	Close High Low Peer. Sep 94.77 94.54 94.81 94.71 Dec 94.80 94.83 94.85 94.83	Jan 112-27 113-00 113-03 112-03 112-03 123-03 123-03 123-03 123-13 123-0
ain	Entirement volume 52302 (47215) Provious day's open Int. 158610 (160732)	U.S. TREASURY BILLS (MINIS) \$1m points of 100%
	6% MOTIONAL MEDIAN TERM CERNAN CONT. NONO (BOILL) DIAZED,000 TRANS of FAMS. *	Labort Made Love Proc
_	Sup 99.04 99.16 98.80 99.00 Dec 99.25 99.16	98.87 98.87 98.82 98.83 Sap 96.71 96.72 56.81 96.82 Dat 56.81 98.40 98.30 98.31 His 98.17 98.23 96.17 98.16
	Estimated volume 2858 (4077) Provious day's open let, 16073 (16172)	MIRTISM POLIND (NIM)
_	WA INTROMAL LONG TERM IMPANIENC CONT.  BOWN YIGHM 100ths of 180%	Support Colors   Lotest   Might   Low Press   Lotest   Might   Low Press   Los   Los
	Sep 108.08 108.09 107.87 Dec: 107.28	Jun 1,5200 1,5406 1,3330 1,528 Sep 1,5162 1,3300 1,5120 1,5170 Dec 1,5110 1,5110 1,5000 1,5020
	Estimated volume 3010 (1488) Traced occurry on AFT	SINES FRANC (MMG) SFr 125,000 \$ per SFr
_	LIBA 200m 100mm of 100% Close High Low Prev.	Latest High Law Pres.
then the	Sup 100.24 100.79 90796 100.05 Disc 100.07 90.91 Entimated volume 12841 (14452) Provious day's open Int. 44620 (43628)	Jun 0.8877 0.8810 0.8830 0.8837 Sep 0.8847 0.8805 0.6788 0.8807 Dec 0.6820 0.8800 0.6781 0.6786
	10% NUTURAL SPAREST COVT. DONE (RANGO) Pip 20m 1000m of 187%	PHILADELPHIA SE 6/8 OPTIONS
	Cione High Liew Prev. Sap 95.60 95,60 95.50 95.55 Dac	£31,250 (comin per £1) Strike Calle
2.54	Ealliceand volume 7 (0) Provious day's open int. 4 (4)	Prize Jun Jai Aug 1.450 F.51 7.51 7.70 1.475 5.01 5.44 5.86 1.500 2.56 3.65 4.24
1.00	TIME MONTH STEPLING " ENGLIDE policie of 102%	1.025 0.30 2.26 2.92 1.000 - 1.32 2.00
1.10 2.00 1.18	Cione High Lew Frex. Jun 94.03 94.04 94.02 IH-III3 Sep 94.15 94.20 94.12 94.14 Dec 94.17 84.24 94.19 94.21 Mar 94.01 94.04 93.98 83.99	1.575 - 0.70 1.27 1.500 - 0.26 0.77 Pre-love day's open into Calls 180.329 Pub
1,18 1,72 7,30 5,40 4,51	THE 91.21 \$4.24 91.19 91.21 Mer 91.01 94.04 95.90 85.90 Jun 90.00 90.71 90.67 60.68	Previous day's volume: Calls 16,707 Puls 2
1.47	Es. Vol. (no. 1ga. no. elevra 20204 (10327) Provious dey's open Nt. 237/175 (201144)	7 to 10 YEAR 10'S METICALL PRESENT SO
2.09 E83 1.00 E.F. 1.56	Sim points of 140%.  Close High Low Prev.	Open Sett price Chan 30mm 118.34 118.30 45 September 118.14 118.06 40
1,56	Jun 96.67 96.66 96.60 96.62 Sep 96.42 96.44 96.32 96.35	Decamber 1177/6 117.66 +0. Estimated volume 141,817 † Total Open Inc
	Mar 96.83 95.86 96.73 95.74 Sal. Vol. (Inc. Tips. not showed 2397 (1614) Previous day's opan Int. 19836 (19828)	THREE-MONTH FROM PUTURES (MATE) (F
	THREE MENTH ENGLISHER	September 93.34 93.39 40. December 93.83 93.85 40. Hiesch 94.18 94.20 40.
264	064 fee points of 189%.  Close High Low Prev.  Jun 92,44 92,46 MLA1 92,46	Estimated volume 35,305 † Total Open Inter
171 155 154	Jun 92,44 92,56 MEAI 92,46 \$00 91,34 93,27 H1,17 93,22 Dec 93,84 93,86 93,77 93,80 Mar 94,27 94,27 94,19 94,25 Jun 94,44 84,43 94,25 94,30	CAC-40 FUTURES (RATTY) Steck Index  June 1900.0 1910.0 412  July 1900.0 1912.5 411
177 197 198	Just 94.44 B1.43 94.25 94.30 Estimated volume 102304 (10255) Previous day's open int. 618636 (618948)	August 1911.5 1924.5 +12 September 1913.0 1906.0 +13
8.13 8.26	THEE MONTH SCU SCU 1m points of 100%	Estimated volume 15,721 † Total Open Inter
7.14 1.73 4.11 4.86	Good High Low Fram. Jun 192.42 92.39 92.40	June 114,65 114,66 +0. Estimated volume 3,617 † Yosai Open triace
0.17 8.58	Cose 18gs Low Feet, Jun 18,45 92,42 92,38 92,41 Sep 93,18 93,21 93,17 93,47 Dec 93,56 93,97 93,55 93,54 Mar 93,67 93,67 93,55 93,54	OPTION ON LONG-TERM PROBLEM MONEY DAY Calle
8.58 1.86 4.16 Mey.	Estimated volume 1988 (2552) Previous day's open int. 28086 (27242)	115 - 3.13 116 - 2.27
	THESE SHOWEN SURE SHARE PROMISES SPR 1cs points of 109% Close 169h Low Prev. See 36 39 34 31 24 28 94 20	117 - 1.52 116 0.37 0.91 119 0.08 0.50
_	Sep 95.33 95.35 95.29 95.31	Open let 20,946 139,157
ا ہو	New 95.70 95.70 95.67 95.67 Estimated volume 9911 (7324) Previous day's open Int. 43483 (43623)	† All Yield & Open interest figures are for #
윘	THESE MONTH CHICLES HIL SATE	

OPTION ON LOT	E-1884 PA		Control of Name			
		Calle			Puls	
Stries	July	September	December	يفائ	September	Decemb
115	-	3.13	-	0.01	0.11	0.4
116	•	2.27	-	-	0.24	
17	-	7.52	1.56	0.06	0.48	16.1
116	0.37	0.91	1.66	6.37	0.00	13
119	0.06	0.50	-		1.39	
Open list	20,846	139,157	37,067	25,815	112 345	22,8
All Yound & Op			r the previous o	imy.		
		BAM	RETU	DN		
SAHRING CET	ARTIMETER.		Wedne		ingree	se or
			June 9,	1862	COCIONE	ior week
JASILITIES			2			E
Capital			14,563.6	000		,
ublic Deposits			142,581,		+ 6	334,683
Benkers Decos			1,495,1591		- 117	137,021
Reverve and ot						583.578
			ala refreci			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
			5,199,767,	220	- 467	,395,916
ASSETTE.						
Government Se	curities		1,184,797,	120	- 89	155,000
Advance and o						305,279
Prevalens Souis			442,070.9			850,607
Motes			9.582.7		- 3	.096,925
Coin			239.5			14,988
- ''						
			5,198,767,2	220	- 467,	395,816
BSUE DEPAR	DATA					
JABILITIES						
	Mana.		48 600 400	200		903,072
Notes în cîrcule Notes în Bankir			16,800,437,2			096,926
	2 representation		19,5152,1	60	- 3,	ومطروب
			18,810,000,0	200	- 280,	,000,000
				_		
ASSETS	ist		11,015.1	100		
ASSETS Soverment De Other Governm			11,015,1 9,312,075,1		+ 701.	701,706

## MONEY MARKETS

## Dollar rates fall

view that the Federal Reserve would not lean towards tightening monetary policy after US producer prices figures for May turned out to be lower than expected, writes James Blitz.

prices were unchanged on the month, compared to a 0.6 per cent rise in April. However, the market will wait for next week's figures for consumer price inflation before making its final judgement.

#### UK clearing bank base lending rate 6 per cent from Japuary 26, 1993

In recent weeks, there has been speculation that the Fed might lean towards tightening monetary policy to combat inflation.

But the sluggishness of the US recovery ensures that this will probably not be the case for some time yet.

In the Eurodollar cash dropped from 37 per cent to 3% per cent. In the futures weak D-Mark to ease mo policy again next week.

higher at 96.42.
At this level, it is assuming 3.58 per cent in the autumn.

DEALERS in Eurodollar yesterday, with dealers interest rate markets took the view that the Federal Reserve that another base rate cut was far less likely following Mr Norman Lamont's attack on politically-inspired rate cuts this week.

The September short sterling The producer prices index contract closed up 2 basis showed that US factory gate points on the day at 94.16, points on the day at 94.16, pricing 3-month money in the autumn at 5.84 per cent. In the cash market, interest rates closed a little firmer at 5% per cent, despite the small daily shortage of £400m forecast by the Bank of England. The overnight rate of lending was seen as low as 4% per cent.

European markets were mostly unchanged after a week which saw a downward revision of forecasts of German interest rate cuts. Three month D-Marks closed at 7.57 per cent yesterday, while 3 month French francs closed at around 7.25 per cent.

There is some speculation, however, that France and other European countries market, 3-month offered rates might take the advantage of a

The French franc has market, the September contract closed 7 basis points staying mostly on the strong staying mostly on the D-Mark. side of FFr3.37 to the D-Mark. that 3-month money will be at Spain could also reduce interest rates for the first time Sterling markets were after Mr Felipe González's more-or-less unchanged victory in the general election.

FTL	ONDON INT	ERBANK FI	COMO
(11.00 a.m. Jane 11)	3 mantus US dollers	& marrie	US Options
34 3 <sup>5</sup> 4	otter 33 <sub>k</sub>	tild 3½	aller 3Å
he libing rates are the fiered rates for \$10m o	arithmetic regards rount quarted to the market by	ied to the represe era-	chimenth, of the bid an 11,00 s.m. each working a Bank Burran Matter

THREE MONTH ESMOLIFIA INT. DATE JRA 1,990m points of 180%

These High Low 89.64 89.85 90.57 90.17 90.18 90.10 90.50 III.III 90.44 90.71 90.74 90.65

Class High Low 2888.0 2873.0 2852.0 2886.5 2883.5 2874.5 2808.5 Eathmated volume 11296 (19995) Provious day's open inc. 51613 (51162) acts traded on APT. Closing prices almost.

1-min. 3-min. 6-min. 12-min. 1.5220 1.5154 1.5073 1.5256

POURD - DOLLAR FT FORESIN SPENNING MADES

Spet 1,5255

MONEY RATES								
NEW YORK			Timesury	Billio and B	onds			
Lunchiline					year	4.55		
Prime rate		Elizae moni	à	3.13 Sev 3.29 10-	or year	5.99		
June 11	Quantight	One Month	Thup Martins	Three Months	Sk	Lamberd habe venden		
Frankfurt	7.79-7.88	7.70-7.80	7,85-7.70	7.50-7.86 7.26-7.38	7.20-7.35	8.50 7.50		
Peris	7%-74 54-5%	75-75 51-67		5-514				
Arrestantism	7.00-7.12	6.96-7.03		8,80-6.88	1 1	] :		
Tokyo	1053-17	103-104	-	103-1032	-	-		
Brussels Dubjin	71g-71g 87g-7	7-71 <sub>2</sub> 67 <sub>2</sub> -7	67-7	7-71 <sub>a</sub> 63 <sub>a</sub> -7	6%-7			
	LONE	ON M	ONEY	RATE	S			
<b>5</b> 11		7 days	Cima	Three	- S2x	Quan.		

Dubitri	572-7	878-7	676-7	5%-7	64-7	
L	ONDO	N MC	NEY	RATE	S	
Jun 11	(hereight	7 days. Helico	Circa Migratio	Three Medical	Str. Manada	Can Type
Merbenk Other	6 <sup>1</sup> 2 5 - 6	51 <sub>6</sub> 51 <sub>2</sub>	54	## SE	祭 第 第	6 S. S.
BOSIOSEK 200	1 2 1	3-2	25	部	] 35	34
Starting CDs	[ 5 ]	570	31	25	蘇	, sai
oral Adherity Bonds	] -	-		-	1 -	- 1
Local Authority Bonds Discount Mid. Deps		5%	! -	- 1	-	-
Company Deposite	i - i	- 1	اجا	44 44	] ===	حقه ا
Anance House Deposits	1	-		핥	発	5 <b>8</b> 8
reasury Bills (Buy) Bank Bills (Buy)	-	1 =	: 3R	24	<b>1 24</b>	_
Sank 1985 (50)) Sine Trade (50) (80)	-	_	-44			
him (1906 See food)	I - I	i -	3.05	3.15	3.28	3.58
Dollar CDs. SDR Linked Dep. Offer SDR Linked Dep. Bld	-	-	18 44 F	115 45 45 72 72	3.28 4& 4& 7% 7%	3.58 4.3 4.3 7 6%
SDR Linked Dep. Ald	I - I	-	44	172	1 12 m	7
ECJ LINKAE DIES, CARE	- 1	_	- 24	<del>59</del>	12	1 83k
ECU Linked Dep. 6lid	- 1	-				34

Tradecary Bills spelly come-models  $S^2_{\rm B}$  per comb, throw models  $S^2_{\rm A}$  per coat; the models  $S^2_{\rm A}$  per coat; throw models  $S^2_{\rm A}$  per co

#### BASE LENDING RATES

18,810,000,000

%	
den & Company 6	Oppus Popular Bank
Sed Trust Bank	Duncan Lawrie
20 Dank	Equatorial Bank pic
iersy Arabacher 6	Exeter Bank Umfled
A.C. Montage State 15	Financial & Gen Bank
eak of Beroda 8	@Robert Flerring & Co
anco Sibeo Vistaye 6	Giroberik
lank of Cyprus 6	@Guinness Metron ,
turk of betand 6	Habib Bank AG Zurich
ank of India 6	Gi-tembros Bunk
lank of Scotland	Hartamo & Carriery Bk.
erchage Benk	OHE Samuel
at the of Mid East 6	
tom Stipley6	C, Houre & Co
	Horgon Library at

Posturghe Benk Ltd....8
Royal Bix of Scotland ....6
Schall & Water Sect...6 Standard Chartered .... 8 TSB.... Unity Trust Bunk Pic ... 8 Western Trust ...... 6 Whiteeway Laidiny ..... 6 Wirniscien & Sh West 7 

- 280,000,000

NO MORE DANCING! SATQUOTE<sup>104</sup> - Your single service for real time quotes. Futures \* Options \* Stocks \* Porex \* News \* Via Satellite LONDON +71 329 3377
NEW YORK +212 2696636 FRANKFUFT +4969 440071

Market Myths and Dull Forecasts for 1993 The BS dollar will move higher; procious metals have been demonetized, upponese equities are not in a new bull trend." You did NOT read that in Fullet/Maney - the loancelastic Investment letter, Call Jane Fargunaison for a sample Issue (once only) Tel: London 71 - 439 4961 (071 In UX) or Fax: 71 - 439 4966



FX and GOLD 24 HR DEALING CAL Futures Ltd 162 Queen Victoria Street London EC4V 4BS Tel: 071-329 3030 Fax: 071-329 3918

#### MONEY MARKET FUNDS

#### **Money Market** Trust Funds

LIFTE COM FURNIES OPTIONS MAZSO,000 points of 100%

Jun Sep Dec Mar Jun Sep Dec Uni

Jun 0.02 0.02 0.17 2.29 4.74 7.23

92.65 93.41 93.86 94.20

20 1917.0 1.5 1912.5 20 1919.5 20 1931.0 rest 65,205

+0.12 114.80 114.80

118.12 117.90 117.40

92.60 93.33 83.61 94.14

1891.0 1891.5 1903.8 1913.0

48,897 82,086 40,347 23,686

36,084 10,791 606 13,989

13400 1,000 1,6268 1,8000 1,5120 1,5170 1,5110 1,5000 1,5082

YEAR 10% METICALL PRESENT SOME (MATER) PURISE

IOITH FINOR FUTURES (MATE) (Parts Interbank

Change #8.18 #8.18 #6.14

+0.04 +0.07 +0.04 +0.05

+120 +11.5 +120 +120

0.53 0.26 0.06 0.02 0.01

Puto-Sep 0.27 0.41 0.59 0.64 1.15 1.52 1.52 2.36

0 0 0.03 0.24 0.45 0.72 0.87 1.22

\$80 0.02 0.05 0.13 0.25 0.43 0.64 0.87

Dec 1.87 1.56 1.24 0.96 0.75 0.55 0.63

Entersted votame light, Claffe 5415 Plate 485A Province day's appe Set, Cally 113007 Pain 54606

Sep 0.57 0.46 0.28 0.18 0.08 0.04 0.02

Crees	Create Lab. Co.	
F Money Management ( Pentury Hoad, Tonoridge Tail	20 Ltd 0732 770114	į
ceta Deposit Fund	- 5.71 3-Min - 5.62 3-Min - 5.92 3-Min	
e COFF Charities Deposit or Street, Lundon EC2Y 840	Accept	
1004   5.65	- 3 5.77   2-Min	
nt. Bd. of Fis. of Church ore Street, Landon EC2Y 5A0 lock	U/7-08E 1813	
riznare Money Managen 18 Maximent St, Lordon 203	-   E.77   3-866 next Ltd R 800   071-236 1425 071 236 9382	į
SA Cests	246 [ 010]0-00	
Ferrel 5.04 lay Fund 5.17 ctel Ford 5.16 KF Prime 1.86 SA Prime 3.01	5.76 6.10 6-485 1.86 5.24 8-485 1.73 5.17 1-405 1.40 1 97 3-465 5.10 3-465	
SA Prime   5.01	-   5.10 i 3-Mas	i

#### **Money Market Bank Accounts**

		-		CAR	<b>特性</b> 图
		[ 337	1.70 Acr	0800 2 2.29 2.79	121111 (21 (21 (21
	Aitken Hame Bunk 30 Day Reed, EC1Y 2AY. Treasury Account — for p	pie Marie	ومشاره ا	071-038	
	Mathly let. Acc - for pect to in 58,999	100 500 550 575	300 275 4,125 4,3125	4.07 5.12 5.84 5.90	
	Affect Trest Bank L	M M. 8640	MAN IS NO	071-424 7 (7)	057
	GO - 101 (Jacopo S, 1985)   FONDON (52,001 +)	7.07 8.17 5.06 5.64 5.00 5.50 7.56	530 450 453 473 473 473	7.07 6.17 5.96 5.84 5.12 5.86 7.56	Yeart Yeart Yeart Yeart Mai Mai Mai
	American Express I Sussex House, Surgess I	Stantk Li of Rens (	d	0444 2	1244
	PS00-7599.99 C1 (000-24 999.39 PS 000-69 099.59 P10,000-124,999.99 E25,000-644 999.89 CSS(,000+	289588	1.50 2.55 2.75 2.94 4.31	2.02 4.59 4.46 6.12 5.39 6.90	19774
	Bank, of Ireland Hig 35-40 High St, Shungh S 0:0.000 + 12,000-12,000	123	S 100	0753 51 4.318 4.060	10516 Dr
	Rank of Scotland 38 Threemedo St, RC2 98 Co Act C.50-17(189 225,000-6249,989 C250,000-	480 480 480	採	071-401 5.01 5.01 5.00	1 1 1 1 1
	Gregoway, Cardel (S-) 49 Cardel Account (25,000+ localmat Account (25,000+	1.00	  - 		C
	Reroleys Select 70 hm (20, Weshard II 52,000-59 see 25,000-59,869 25,000-59,869 (100,000+	19999	130	0800 4 4.30 5.20 5.50 8.00 6.50	
-	PO Bos 125, Northwenton F1,008-F2,498 F2,500-P3,989 F11,000-C24,989 F11,000-C24,989	認識	1 2 2 2 2 70		300
	Brown Shiptey & Co Founders Court, Lothbury INCA	Litel Lunction	13 602	12	PASSE Car Car
	Calminum Bank FA & Bi Andrew Square, Bills HCA	C Days B D.S		021 500 -)	
	Coder Allign Lini 25 Brobbin Lum, Lopeton MCA	150 150 100 100	33	4 80 6 17 8 17	
1	Charterhouse Bank		1	071-348	4000

111 13 6 ration Bank United as, Sevenge, 561 300 7.47 0-160 6.00 7-161 7-40 7-161

Coutts & Co 50,000-20,000-548,859 ... 3.50 5,000-518,999 ... 3.00 29 2 Dan Herry Barris (London) PLE Premier Acc
15 Novemen Street WiP (LD. 071-631 3013
2 50-1 70.000 5.00 273 5.00 071
2 10.001 - 20.000 5.00 4.73 5.01 071
2 10.001 - 20.000 5.00 4.73 6.40 071
2 10.001 - 20.000 5.00 6.40 071
2 10.001 - 20.000 5.00 6.40 071
2 10.001 - 20.000 5.000 6.40 071 Daveninam Tat Pic-Daveninam 500 Acc 9 St. John St. Nanchester 65 400 061-832 444 710,000+ Filitia 9,00 6,75 - 6-462 710,000+ 1 Year 9,00 6,75 - 700th Selity Mency Market Account offy Brokerage Services Ltd, Outcall H ndian Hodge Bank Lid Window Piece Cardo CF1 363 Mit Fred Rate Day Acc 1 7.00 150 150 150 E 1937 19375 183844 OF Geimwort Benson Ltd Sii Kurdah Touri Rd, Leadan 1995 287 | 071–267 1886 LLCA (12,500+) ........... 5-90 | 3-75 | 6-11 | Dah | Clebrasort Sesson Private Bank in chicks of Discourt Bergon Impatreed Management List 166 Kenthyl Tren Reng, Luyton MRS 285 071-071 1668 HLEA (62,200-1 \_\_\_\_\_\_) 5-40 3-75 (4-11) Only Niidland Bank pig 40 Bus 2, Steffeld. Esthegaer Add 15000 a Ventral & Co Ltd S-33 Amount victori (R.C Treat Librated) 1,000–90 day makes . 7,75 1,000–100 day makes . 4,50 1,000 – 1 Year . 4,56 , Henry Schroder Wagg & Co LN 20 Cheanage, London 6027 606 Western Trust High Interest Disease Acc The Namecontin, Phylingia P. 1 135 UPS 224141 15,000-44,988 413 413 417 627 026 17,000-44,988 530 277 530 026

114 Newyork St. Landon EC1 7All 071-606 9485 High lot Cheque Aco..... 8.50 415 5.61 Or

# NEW THE VER GOD An epic of sex, death and intrigue in the Valley of the Kings ... richly written... packs in the action... excellent!"

The Chart Seminat - Presented by David Fuller - 28th yea Dopenhagen 1 & 2 July uxembourg 2 & 3 September (Call Jane Foresharson) Tel. 873-439 4761 Fax: 871-439 4766 7 & 8 October foliations Charlings Analysis I miled

Daily Telegraph











ray and PLC 7% 3rd Cum Pri Stk £1 - 74

39 ad PLC 4 1/2 % Red Deb Stk 99/2004 -

read PLC 734% Uns Ln 9tk 96/2000 -

1 (83693) 10ft PLC 4.1% Cum Pri £1 - 38%

#### **LONDON STOCK EXCHANGE: Dealings**

Details of business done shown below have been taken with consent mast Thursday's Stock Exchange Official List and should not be reproduced without permission. Details relate to those securities not included in the FT Share information

otherwise indicated prices are in pence. The prices are those at which the business was done in the 24 hours up to 5 pm on Thursday and settled through the Stock Exchange Talisman system, they are not in order of execution but in ascending order which denotes the day's highest and lowest

For those securities in which no business was recorded in Thursday's Official List the latest recorded business in the four previous days is given Rule 535(2) stocks are not regulated by the International Stock Exchange of the United Kingdom and the Republic of Ireland Ltd. ‡ Bargains at special prices. 

Ø Bargains done the previous day.

Treasury 13 % 96 Stk 2000403 - 2730 % Exchequer 10 ½ % Stk 2005 - 2116 § (4.1eSt) Guaranteed Export Finance Corp PLC 11 % % Utd Nis 1946 (B) - 2100000 1000000 - 2100 % (8.1eSt) Guaranteed Export Finance Corp PLC 12 % % Gtd Ln Stk 2002 (Reg) - 2127 ½ .175

Corporation and County Stocks

London County 21<sub>2</sub>% Core Sik 1920(or after)
- C21 (84683)
Brisso(Cuty of) 111<sub>2</sub>% Red Sik 2008 - C1151<sub>2</sub>\$\tilde{\phi}\$
Croydon Corp 31<sub>2</sub>% Sik - C35
Losda(City of) 131<sub>2</sub>% Red Sik 2008 - £1311<sub>2</sub>
(74683)
Almecanité-Lipon-TurnelCdv of 111<sub>2</sub>% Red (7.693)
Newcasile-Upon-Tyne(City of) 111<sub>9</sub>% Red Sk 2017 - 2115
Notingham Corp 3% Sk (irrd) - C20 (7.693)
Sundariand(Borough of) 111<sub>4</sub>% Red Sk 2008 - 21161<sub>2</sub> (8.693)

UK Public Boards Agricultural Mortgage Corp PLC 101416 Deb Sts 92/35 - £10214 (9Je63) Port of London Authority 3½% 8tk 49/99 -

Foreign Stocks, Bonds, etc-(coupons payable in London) Spain(Sovr of) 4%(Seated Bids) - 2366
Abbey National Staring Capital PLC10<sup>1</sup>/<sub>2</sub>%
Subord Gold Bids 2023 (Br 2 Var) - 2103<sup>1</sup>/<sub>2</sub>%
Abbey National Treasury Serves PLC 8% Gin
Bids 2003 (Br 2 Var) - 296<sup>1</sup>/<sub>2</sub> A5 .6
Allied Irish Bonks PLC Und Var Rete
Haller (1000) - 477 6 Units)
Argyl Group PLC 8<sup>1</sup>/<sub>2</sub>% Bids 2000(Br/Cvar) LEFE - 7/LISC
Asids Pranace Ld 10<sup>1</sup>/<sub>2</sub>% Cnv Cao
Bids 2000(Br/Cvar) - 2107<sup>1</sup>/<sub>2</sub>
(BleS3)

Seciated British Ports Hidge PLC 107/96 Bds 2015(8/0100000100000) - 0106.7

(7.Je93)
BP America inc 91<sub>2</sub>% Gld Nes
1994(8½1000&10000) - 21031<sub>8</sub> (4.Je93)
BP Finance Australia Lot 97<sub>8</sub>% Gld Bids
1999(8455000) - 8110 1103<sub>8</sub> (4.Je93)
Banco Santander SA 9% Subord Crv Bids
1894 (87 FT1000000) - FT1041<sub>8</sub> 106

(4,1e83)

Barckrys Barnk PLC 9,875% Undetted Bubord Nts - 1985; 96

Barckrys Barnk PLC 12,1/4% Senior Subord Bds 1997(Br2Var) - 61161; 85 (7,1e83)

Blue Gircle Industries Capital Ld 101; % Cry Cap Bds 2005(Br25005100000) - 612314

Halest Street, Bading Society Council Fig Re Nis 2003 (BY C Ver) - 13th (March Fistol & West Building Society 10%) Subord Bos 2000(BY 10000\$10000\$) - 1704 \$ (4)e83) STON-I, S (4.1663)

British Aeruspace PLC 1014 W Bds 2014
(@110005100000] - 27001. (BL-921)

British Aeruspace PLC 11764 Bds 2006 (Br E1000510000) - 21146 Bds 2006 (Br E1000510000) - 21107 (MWSS)

British Aeruspa PLC 1076 Bds
1588/Brit 10005100001 - 2107 (MWSS)

British Case 1187 Francas 212 976 Gdd 1994 (Br ECU Var) - EC100.82 (00028 \$4.983)

British Case 1187 Francas 597 2870 CDn (Bdd Bds 2021 (Br SVar) - 511.15 1174 (7.485))

British Gas PLC 754% Nts 1997 (Br E Var) - 039 10114 (MeS)

British Gas PLC 754% Bds 2003 (Br E Var) - 2994 2

British Ges PLC 13% Nts 1993(Br21000810000) - £101% /BJe63) 1950/enciron 10000 - 11014 estects
Pritish Land Co PLC 122% Bids 2016
994100004100003 - 11204
Burmah Castrol Capital Sersey Ld 813% Crv
Cap Best 2006 (Feg 11000) - 11304
Capta & Writers Int Pinarca SV 107% Gat
Std 2002 (Sr 1100008100009 - 11084
(Bull93)
Commonwealth Burls of Australia Blue 6 Cost

Cookson Finence NV 8% Gid Red Chy Pri persons 165) - £130 pp spriso Finance PLC 64-14 Gid Esch 3006 (Reg £5000) - £1061- 3-

El Enterprise Finance PLC 8-1/16 Gtd Each Sds 2006(Br050008-100000) - \$105-1/2 (4-1/693) (-U-933) Export-Import Benk of Jepan 774 % (3rd 8da 2002 (6r 9C Ver) - \$C974 975 (4Je93) Export-Import Bank of Jepan 1054% (3rd 8da 1995 (6r ECL/1000&10000) - EC1087

1074; (4Je33)

Stoper-Import Bank of Japan 104; % Gtd Bde 2001 (år 21000210000) - 2113;

Firland/Republic of 104; % Bds 1997(articovarcocq - 2107);

Finland/Republic of 104; % Bds 2008(Br210003,10000) - 21074; % (8Je03)

Fibbr (Abort Bracca N V 573; % (8Je03)

Fisher (Albert) Financa N.V. 57/9% (BisNedCrivPrf 2004(Sirt)(C001 - £125) Forns PLC 8-1/9% Bds 1997 (Br £5000) -£394/2-ф 100-ф General Electric Credit Int'l MY Zaro Cae Gld Nrs 1077/1653-210000; - 1851; (ALS) Guaranteed Export Finance Corp PLC 75/16 Gtd Nts 1987(Bi510000) - \$107.3 1071<sub>2</sub>

Guinness Pinance EV 8% Gtd Nts 1004(E-1000A10000) - 6103,850 1094(pt 1000x10000) - \$103,850 (bit 1094 (bit

Turnisons & Crostield PLC 71/1% Study Criv Bds 2003@3r£10008100000] - £1034/ (7.J@83) lepworth Capital Finance Ld 11.25% Cnv Cap Bds 2005 (Br21000810000) - 2138

Helpworth Capital Finance Ld 11.23% Criv Cap Bits 2005 (8r21000810000) - \$138 (7.4653) Helpwort Capital Ld 7% Criv Cap Bits 2004 (8r21000810000) - \$127 (7.4653) International Bank for Rec & Dev 814% Bits 2001 (8r25000) - \$1014 International Bank for Rec & Dev 111<sub>2</sub>% Na 2001 (8r21000810000) - \$1137 (8.4653) Insty(Republic of) 714% Bits 1998 (8r DMvar) - Cartooux 8r4449 - Cartooux 8r4449 (8r21000810000) - \$1087 12 (8.4653) Randal Bectric Power Co Inc 71% Nas 1998 (8r £ Var) - \$2984 0 120 (8r £ Var) - \$2984 0 120 (8r £ Var) - \$2984 0 120 (8r £ Var) - \$1015 (4.4653) Ladinotas Group PLC 614% Subord Criv Bits 1004871100045000) - \$128 (7.4653) Ladinotas Group PLC 614% Criv Bits 1004871100045000) - \$128 (7.4653) Land Securities PLC 614% Criv Bits 100587110004 - \$287 8 Land Securities PLC 814% Criv Bits 20058671000810000 - \$11215 Lasmo PLC 74,95 Criv Bits 20058671000810000 - \$2144 (7.4653) Lasmo PLC 912% Nts 1993 (Br £ Var) -£70114 Lester PLC 912% Nts 1993 (Br £ Var) -

C101<sup>1</sup>a
Leods Permanent Building Society 101<sub>2</sub>%
Subord Bds 1998 (9r25000) - 2108 (8Je83)
Leods Permanent Building Society 101<sub>2</sub>%
Subrad Bess 2016 (9r Cver) - 1702<sup>1</sup>a
(SJe83)
Loyds Bessk PLC 9<sup>2</sup>a % Subord Bds 2023 (8r £ Var) - 996<sup>2</sup>a 9
Lloyds Bessk PLC 101<sub>2</sub>% Subord Bds
198887210000] - 2108
Lloyds Bersk PLC 101<sub>2</sub>% Subord Serial Nts
198887210000] - 2108<sup>1</sup>a 10<sup>1</sup>a (7Je83)
London Bectricity PLC 3% Bds 2003 (8r £
Var) - 377a (SJe83) London Bectricity PLC 9% Bids 2008 (Br £ Var) - 537<sup>2</sup> (SUSCI)
MBPC PLC 12% Bids 2008 (Br £10000 & 1000000) - £117<sup>2</sup> (SUSCI)
MRIONEL (RIG CO PLC 7<sup>2</sup> % Bids 1988 (Br £ Var) - 539<sup>2</sup> (British Floric Plc 11) Institute Michael Williams (British Floric Plc 11) Institute (British Floric Plc 11) Ins istional Westminster Benk PLC 11 L % Bubond Hts 2001 (the EVer) - ET III 2006 (8Je69)

of Ireland Limited 1993. All rights reserved.

Nestional Westmirster Bank PLC 11½% Und-SubNis 21000(Cnv to Priffleg - 21104 ½ Nestional Westmirster Bank PLC 11½% Und-SubNis C1000(Cnv to Priffle - 2110 ½ Nationwide Building Society 13.5% Subord Nis 2000 (Br £10000) - £120.2 [] Nippon Telegraph and Telephona Corp.107g%
Bds 2001 (av 2:1000&:0000) - E1 13.65

(3.463)
Royal Insurance (Ridgs PLC 97/19) Subord
Bds 2003 (Br 2 Var) - 21007/2
Standa Copital AB 1196 (Brd Nis 119609-2100048-10000) - 2101/2
Blough Estartes PLC 117/196 Bds 2012 (Br 2 Var) - 2111/2 (Brd Nis 1998 (Brd Nis 1998 (Br 2 Var) - 2111/2 (Brd Nis 1998 (Br 2 Var) - 2391/2 (Brd Nis 1998 (Br 2 Var) - 2391/2 (Brd Nis 1998 (Br 2 Var) - 2391/2 (Brd Nis 1998 (Br 3 Var) - 2391/2 (Brd Nis 1998 (Brd Nis 1998 (Brd Nis 1998 (Brd Nis 1998 (Brd Nis

State Bark or revision manuscus area made by 1998 BrSA 1000 1000; - 34,1124; (4,653)

Premit Exportered? AB Zero Con Bele 1934 BrS 10000; - 3847; 35 (4,663)

Swards Exportered? AB Zero Con Bele 1934 BrS 10000; - 2107

TSB Group PLC 12% Subord Bels 2011 Br Exportered 10000; - 1117 Br Exportered 1000; - 1117 Br Exportered 1000; - 1118 Br Exportered 10000; - 1118 Br Exportered 1000; - 1118 Br Ex

E Var) - 259

Washich Bullding Society 117; Tea
1956(B-1100612000) - 2110 ½

Westwich Bullding Society 117; % Bullsord
Nts 2001 - 2112½

Wostwich Bullding Society 101; % Subord
Nts 2017 Str E Var) - 2102

Hillion Bullding Society 101; % Subord
Nts 2017 Str E Var) - 2102 Althou Building Society L5000m Indexed New March 1996 - L100<sup>1</sup>2 (BJeS3) Invedent@ingdom of £500m 7<sup>1</sup>2 % Nts 3/12/ 07 - 1741

Starling issues by Overseas

Borrowers American Benndis Inc 121/2% Une Ln Stk 2009
- C118/4/
Australia(Commonweath of) 13.5% Ln Stk 2010 - E136/2 (8Je53)
Calese Nationale Des Autoroutes 1894 Glid Ln Stk 2005 - E186/4 (7Je53)
Credit Fondier De France
101/4 %GlidSerLnSid2011,12,13,14(Reg) - C141/4
Credit Fondier De France 144/4 fix Glid Ln Stk

Credit Foncier De France 14-16 W Gtd Ln Stk 2007(Regi - E1467s (7.1463) Denmark(Kingdom of) 1396 Ln Stk 2005 -E1311s (8.1463) European Investment Bank 9% Ln 8tk 2001 (Rogs - C104) uropeen investment Bank 9½% Ln 8% 2009 - £107 ¼ф European investment Bank 10<sup>1</sup>9% Ln Sik 2004(Reg) - C113<sup>1</sup>2 Finland(Republic of) 11<sup>1</sup>2% Ln Sik 2008 (Reg) - C119<sup>1</sup>4 <sup>1</sup>2 <sup>1</sup>2 (BJeSS)

ment of) 11% % Ln Stk 2005 Gérmiter (Government of) 11½% Ln Sti: 2005 (Reg) - £118 hydro-Quabeo 12.76% Ln Sti: 2015 - £130 (BJeS3) international Bank for Reo & Duv 9½% Ln Sti: 2010Reg) - £100½ (BJeS3) international Bank for Reo & Duv 11,8% Ln Sti: 2003 - £120½ 1,225 .275 hydroyals 10½% Ln Sti: 2003 - £120½ 1,225 .275 hydroyals 10½% Ln Sti: 2009Peg) - £109½ (4JeS3) New Zeeland 11½% Sti: 2009Peg) - £118½ (8JeS3)

Nova Scota@rovince of) 11 5% Ln 8th 2018 - £121 2 (8Je83) - C121½ (8Je63) Petroleos Medoanea 14½% Ln 86; 2006 -5120 (7Je53) PertugalPlap of) 9% Ln 86; 2016(Reg) -5125½ (8Je63) PertugalPlap of) 9% Ln 86; 2016(Reg) - 516(§) (7Je53)

weden@Gngdom of 93/1% Ln 8th 2014(Reg) - £105/2 .55 (7.Je88) Listed Companies(excluding

Investment Trusts)

ABH Capital Finance(Jersey)Ld 9<sup>1</sup>2% Criv Cap Bds 2006 (Fing Units 100p) - 2100 lg Angle Group PLC 55% Criv Cum Find Prf 1999 10p - 42 (9)46(3) Antra Mataystan Growth FundiCoymen)Ld Ord 50.01 - 52<sup>5</sup>3, 9<sup>3</sup>4, 10<sup>3</sup>4 About Fisher Group PLC ADR (10:1) - 59<sup>3</sup>4 Cless C Com 34% 51 - 216 (9)46(3) Alexon Group PLC 6.25p (Net) Criv Cum Find Prf 10p - 642 (8)46(3) Alison Omup FLC 6.25p (Net) Criv Cum Find Prf 10p - 642 (8)46(3) Alison Dunber int Funds Ld Ptg Red Prf 50.0025(UK Cap Growth Pund) - 26 8.73 (4)46(3)

(4.1685) Asied-Lyons PLC ADR (1:1) - £8\$ Asied-Lyons PLC 5<sup>1</sup>2% Cum Pri £1 - 86 rstress) Allect-Lyons PLO 7<sup>1</sup>2% Cum Prf 21 - 77 9 (8Je93) Alfied-Lyons PLC 11<sup>3</sup>4% Deb 8tk 2009 -C123<sup>3</sup>4 (SJeSI)

E1234; (SJe93) Alfied-Lyons PLC 64; % Urns Ln Stk - 268 Alfied-Lyons PLC 74; % Urns Ln Stk 92/98 -2581; Ants PLC 5.5% One Cum Non-Vig Red Pri 21 - 65 7 American Brande Inc She of Com Str. \$3.125 - \$32% (4.le(3)) rs Sykes Group PLC Cnv Pri 50p -72½ 3 45
Anglian Water PLC 5½% Index-Linked Ln3tik
\$000;0.041676) - 1:1874
Amour Trust PLC 10½% Line Ln Sid 91/98 288 (7:368)
Aada Property Higs PLC 10 5/16% 1et Mitg
Deb Sik 2011 - 2:100½
Associated British Foods PLC 6% Curst Pt/
21 - 65½ 6

Deb Sik 2011 - C100<sup>1</sup>2
Associated British Foods PLC 8% Curn Pri
C1 - 65<sup>1</sup>2 6
Associated British Foods PLC 5<sup>1</sup>2% Una Ln
Sik 87/2002 50p - 38 guales)
Associated British Foods PLC 7<sup>1</sup>2% Una Ln
Sik 87/2002 50p - 40 guales
Associated Lateure Hidge Ld 7<sup>1</sup>2% Una Ln
Six 88/34 - 138 (8.les3)
Attwoods PLC ADR (5:1) - \$3<sup>1</sup>4. \$2,374688\$
Attwoods PLC ADR (5:1) - \$3<sup>1</sup>4. \$2,4868\$
Attwoods PLC ADR (5:1) - \$3<sup>1</sup>4. \$2,4868\$
Attwoods PLC ADR (5:1) - \$3<sup>1</sup>4. \$2,374688\$
Attwoods PLC ADR (5:1) - \$3<sup>1</sup>4. \$2,374688\$ 5p - 83 Automated Security(Hidge) PLC 516 Cmr Curn Red Pri 21 - 100 (AJeS5) Automated Security(Hidge) PLC 816 Cmr Curn Red Pri 21 - 78 80 Automotive Products PLC 916 Curn Pri 21 -

104 B.A.T industries PLC AOR (1:1) - \$6<sup>1</sup><sub>2</sub> <sup>1</sup><sub>2</sub> FT-SE ACTUARIES INDICES The FT-SE 100, FT-SE Mid 250 and FT-SE Actuaries 350 indices and the FT-SE Actuaries Industry Beakets are calculated by The International Stock Exchange of the United Kingdom and Republic of Ireland United.

Limited in conjunction with the institute of Actuaries and the Faculty of Actuaries. © The Financial Times Limited 1993. All rights reserved.

The FT-SE 100, FT-SE Mid 250 and FT-SE Actuaries 350 Indices, the FT-SE Actuaries industry Baskets and the FT-Actuaries All-Share Index are members of the FT-SE Actuaries Share indices series which are calculated in accordance with a standard set of ground rules established by The Financial Times Limited and London Stock Exchange in conjunction with the Institute of Actuaries and the Faculty of Actuaries "FT-SE" and "Footsle" are joint trade marks and service marks of the London Stock Exchange and The Financial Times Limited.

O The International Stock Exchange of the United Kingdom and Republic

The FT-Actuaries All-Share Index is calculated by The Financial Times

BET PLC ADR (4:1) - \$6<sup>1</sup>2 <sup>1</sup>2 BICC PLC 3.85%(Finity 6<sup>1</sup>2%) 2nd Curn Pri Silt (\*) - 56 up PLC 4.6p (Net) Criv Cum Red Pri BOC Group PLC 2.8% Cum 2nd Pri £1 - 43 (8.le93) BOC Group PLC 3.5% Cum 2nd Prf £1 - 52 (8Je93) BOC Group PLC 12<sup>1</sup>4% Uns Ln Stk 2012/17 - £125 k 2125 %

E. 2125 %

E. 312 International PLC 1212% Uns Ln Stk
63/96 - C101

STP PLC 7.5sp(Net) Cnv Curn Red Pri 10p 160 60 (9Je83)

STR PLC ADR (4:1) - S37%

Safley(C.H.) PLC 18\* Ord 10p - 18 (AJe83)

Sank of Ireland(Sowemor & Co of Units NCP
55. Sra A E1 & E9 Liquidation - E12

bank of Ireland(Sowemor & Co of Units NCP
55. Sra A E1 & E9 Liquidation - E12

sank of United Covernor & Co of Units NCP
56. Sra A PC (AUC) Updatabox - [C1125]

(9Je85)

Sank of Wales PLC 12120

Sin Srak PCI (LPO) Uquidision - IC11,225 (8,1683)
Bank of Wales PLC 13<sup>1</sup>2% Subord Uns Lists - 24/1/ - 105 (7,1683)
Bandays PLC ADR 44/11 - 328,249059\$
Bandays Bank PLC 8<sup>1</sup>4% Uns Cap Ln Sik 88/3 - 139<sup>1</sup>2 ½ 100
Bandays Bank PLC 12% Uns Cap Ln Sik 2010 - 2120<sup>1</sup>4 2010 - £1204 Barclays Bank PLC 18% Uns Cap Ln Stk 2002/07 - £1414 Barings PLC 8% Cum 2nd Pri £1 - 954 (\$J853) (8,083)
Barings PLC 91/9/ Non-Curn Pri 21 - 1154/
Barr & Wallace Amold Trust PLC Ord 25p - 525 (8,693)
Bass PLC ADR (2:1) - \$14.35 (4,693)
Bass PLC 101/9/6 Deb Six 2016 - £112
Bass PLC 42/6 Urs Ln Six 22/97 - £31
(4,1693)

Bass PLC 7<sup>1</sup>4% Ums Ln 58k 92/97 - 296<sup>1</sup>2 9<sup>1</sup>4 (5Je63) Gess knyestments PLC 7<sup>1</sup>8% Uns Ln Stk 92/ 97 - 536% (8Je93)

Base Investments PLC 7-left Una Ln Six 92/ 97 - 596-k (8.693) Behrey PLC 9.5% Cum Red Pri 2014 £1 -1121/g 59.693) Bergesen d-y AS "B" Non Vig Sha NK2.5 -NK116.53 .56 7 ½ 2.65 Blackwood Hodge PLC 95/ Cum Red Pri £1 - 25 Blockbuster Entertainment Corp 8ths Corn Six 9s.10 - 518.523¢ Blue Circle Industrias PLC 6-½% Una Ln Six 1957 or 31°, 528 (8.693) Boddington Group PLC 9-2% Circ Una Ln Six 1957 or 31°, 528 (8.693) Boddington Group PLC 9-2% Circ Una Ln Sax 700.005 - 1270 (4.682) Bogod Group PLC Ord 10p - 33 (4.693) Bootstavans RST Ld PLC Cum Pri (8.25%) £1 - 75 (8.693) Boots Co PLC ADR (£1) - 813.1 (\$0.603) Bootstavans RST Ld PL2 - 10¢ Bractiond & Bingley Building Society 115/96 Perm let Beering Shs 110000 - £1144 ½

- 514 Brent Walker Group PLC Var Res 2nd Cmv Red Pri 2000/2007 Ct - 11 (3.1e83) Brent Walker Group PLC 9.516 3nd Non-Cum Cnv Red 2007/10 St - 5 Bridon PLC 816 Deb 8tk 88/93 - 2100 (3.1e83) Bridon PLC 8% Deb 8% 98/92 - £100 (63/98)
Bridon PLC 1014 % Deb Sit 91/95 - £100 Bristol Water PLC 84 % Curn Intel Pri £1 - 116 % (84/95)
Bristol Water Hedge PLC Cet £1 - 920 Bristol Water Hedge PLC Cet £1 - 920 Bristol Water Hedge PLC 8.75% Curn Crv Red Pri 1998 Sits £1 - 184 (84/95)
Bristol & West Bullding Society 13/5/6 Perm int Bearing Sits £1000 - £122 % 3
Britzenia Bullding Society 13/6 Perm int Bearing Sits £1000 - £122 % 3
Britzenia Bullding Society 13/6 Perm int Bearing Sits £1000 - £122 % 3
Britzenia Ramaya PLC ADR (10£1) - 944 % 49851 12 635 65 695 666 % 16 1/98 British Alean Aturuhitum PLO 10 1/96 Deb Str 2011 - £102 % 3

2011 • £102½ 3 Intish-American Tabacca Co Ld 5% Cum Pri 5tk £1 - 63 (7-Je83) Sittle - No. (1984)
British-American Tobacco Co Ld 6% 2nd
Curn Pri Sitt 21 - 63 (8Je60)
British Pistings Group PLC 5.5% Onv Red Pri
21 - 67
British Patroleum Co PLC 6% Que 1st Pri C1 icco Co Ld 6% 2nd Petroleum Co PLC 8% Gura 2nd Pri

British Petroleum Co PLC ora sans man.

£1 - 95\( \hat{0} \)
British Steel PLC ADR (10:1) - \$16\( \hat{1} \), 88 \( \hat{1} \)
British Steel PLC 9.50\( \hat{1} \) 18 Mig Deb Six
2026 - £96 \( \hat{1} \) 2 ((4.60)
Brodon Estate PLC 10\( \hat{1} \) (11 Mig Deb Six
2012 - £110\( \hat{1} \), 7275 .8375 (8.1623)
Brownfichni PLC 5\( \hat{1} \), 48 GL In Six 2003 2015 - 21.620 288<sup>1</sup>2 (RJe83) Bulgin(A.F.) & Co PLC Ord Sha Sp - 50 (4Je63) ee(H.P.)Hidos PLC 6 4% 2nd Cum Pri C1 - 111<sup>1</sup>/<sub>2</sub> 2 (7Je93) Bund PLC 7% Criv Uns Ln Stk 95/97 - 093<sup>1</sup>/<sub>2</sub> 4 (9Je93) Burmah Castrol PLC 7<sup>1</sup>4% Cum Red Pri 21 -73 meh Castrol PLC 8% Cum Pri £1 - 78

Burton Group PLC 8% Cnv Uns Ln Str 1995/ 2001 - 033 5 5 2001 - 133 8 8 Cadbury Schweppes PLC 8 4 % Uns Ln Stk 84/2004 - 1700/2 (7Je83) Cathyna PLC 10% Cum Prf 11 - 117 (8Je83) Carthridge Weter Co Cons Ont Sin - 15000 (8.Net3)
Canadian Pacific Ld 4% Non-Cum Pri SSig NeV - 50 (8.Net3)
Canadian Pacific Ld 4% Non-Gum Pri SC NeV - 50 (8.Net3)
Capital & Counties P.C 97/9 1st Mity Deb Sit 2027 - 510014 (8.Net3)
Carolo Engineering Group PLC 1012/4 Cum Rad Pri S1 - 118
Carded Count Bi C & 2004 (Matt Red Car Pet Carlota Group PLC 4.38% (Net) Red Criv Prf 1998 E1 - 37

1996 ET - 37
Cariton Communications PLC ADR (8:1) 825-8
Cariton Communications PLC 71-16 Cnv
Subord Bds 2007/Reg 52000) - £130-4
Catter Allen Gilt Income Fd Lid Ptg Red Ptf 1p Caterpatter ina Sha of Com Stit \$1 - \$74.015 8 ½
Design Corporation Site of Corn Sile 30.25 \$33.515 (7JeSS)
Chetenham & Gloucester Suid Soc 11½ %
Parm int Bearing Site 250000 - £113
Chepatow Reconcurse PUC Ond 25p - 740

Chepatow Recescione PLC Ord 25p - 740
(7.1693)
Chillington Corporation PLC Dity 25p - 38
Chillington Corporation PLC Dity 25p - 38
Chillington Corporation PLC Bly 16 Curn Red Pt 51 - 37 40
Chillington Corporation PLC Bly 16 Curn Red Pt 51 - 37 40
Clayhithe PLC 9.516 Subord Criv Une Ln Str. 200401 - 256 (6.1683)
Claveland Place Holdrings PLC 716 Red Deb Str. 85/93 - 23914 (7.1693)
Claveland Place Holdrings PLC 101g16 Red Dib Sh 80/95 - 510016
Claveland Place Holdrings PLC 101g16 Red Dib Sh 80/95 - 510016
Claveland Place Holdrings PLC 41g16 Irrd Deb Str. - 512 (8.1683)
Co-porative Barris PLC 9.2516 Non-Curn Irrd Pt 51 - 11314 4 (8.1663)
Co-porative Barris PLC 9.2516 Non-Curn Irrd Pt 51 - 11314 6 (8.1663)
Co-the Platone PLC 41g16 Une Ln 86t 2002/07 - 53912 (8.1663)
Coats Veyleia PLC 4.916 Curn Pt 61 - 84
Cohen(A.) 5 Co PLC Non-V "A" Ord 20p - 300
Commercial Union PLC 81g16 Curn Irrd Pt 1

commercial Union PLC 81/6% Qum ind Pri £1 - 108 4 Commercial Union PLC 84/16 Cum ind Pri ET - 108/2 9 E1 - 10812 S Cooper (Frederick) PLC 6.5p (Neg Crw Red Cum Pg Pd 10p - 91 3 (8.4e83) Courtsaids PLC 5<sup>1</sup>216 Uns Ln 8th 94/96 -935 (8.4e83) Courtsaids PLC 6<sup>1</sup>216 Uns Ln 8th 94/96 -937 LS7 Courtsuide PLC 7<sup>1</sup>476 Une Ln Sti; 94/86 -299 (3JeSS) Courtsuids PLC 7<sup>1</sup>476 Une Ln Sti; 2090/08 -290

Courantes PLC 74/% Une Ln 86: 2000/09 - 290
Coventry Building Society 12<sup>1</sup>/<sub>8</sub>% UndersedMancistorily-CrisQubNe Reg - 2114<sup>1</sup>/<sub>8</sub>
Crane Burope Ld 8<sup>1</sup>/<sub>2</sub>% Curn Prf Sik £1 - 45
(8,1693)
Daily Mail & General Trust PLC Ord 80p - 293 1/<sub>2</sub>
Dailyoy PLC 4.85% Curn Prf £1 - 70 3
(8,1693)
Deres Esiatins PLC 7.75% Criv Curn Fied Prf £1 - 7 1/<sub>2</sub>
De La Rus PLC 2.45% Curn Prf Sik £1 - 36
(4,1693)
Debarhamm PLC 7<sup>1</sup>/<sub>8</sub>% Une Ln Sik 2002/07 - 290 (8,1693)
Debarhamm PLC 7<sup>1</sup>/<sub>8</sub>% Une Ln Sik 2002/07 - 293 285 Delta PLC 10<sup>3</sup>4% Deb Stk 95/99 - 2103 (3.4e33) Dentotra PLC 8.25% Cum Chv Red Pri 21 -96 (3.4e33) 96 (\$Je83)
Dewharts PLC Ord 10p - 50 (\$Je83)
Dover Corp Com Stk \$1 - 230.389056
(4Je83)
Durlop Plantations Ld 6% Cum Prf 21 - 65
EIS Group PLC 5% Cum Prf Stk £1 - 48
(7Je82)
Eisst Worcesterships

(Frank)
East Worcestershire Weterworks Co 12<sup>1</sup>2%
Find Deb Sits 94/98 - £108<sup>1</sup>4¢
El Oro Mining&Exploration Co PLC Ord 10p 510 44 berg 20 Oro Mining&Exploration Co PLC Ord 10p -510 (4Je83) Sys(Ministriction) PLC Ord 25p - 460 (5Je63) Emergrise Of PLC 115/1% Uns Ln Stit 2016 -\$118 8118
Firceon(L.M.)(Telefonatdiebolage(Ser BFreg)(SK:10 - SK316 .37 7 14 .66 8 14 .36 12 90 Eneter Water PLC 10% Deb Stk 92/94 -£100/10 Eneter Water PLC 10% Deb Stk 92/94 -- 2107
States Property Investment Co Ld 10% 1st
Mg Deb 36: 2011 - 250 (7Jeq3)
Euro Dianey S.C.A. Shis FR10 (Depositary
Receipts) - 805 8 20
Euro Dianey S.C.A. Shis FR10 (8r) - FR98,11
- 13.15 2 13 .15 ½ European Leisure PLC 8.75p (Net) Criv Clim Red Prf 25p - 16½ 7 (Je63) Euroburnel PLC/Euroburnel SA Units (1 EPLC Ord Alp & 1 ESA FR10] (Pri - FRESE7 35.8 (4Je63)

Euroturnel PLC/Euroturnel SA Units (Sicovem Inscribed) - FR353, 6 21 .4 Evered Sarden PLC 7.25p (Net) Car Red Pd 25p - 93 (BJe93) vered Bardon PLC 11.25p Quin Red Pri 209 - to second of the control of th Chicago Corp Com Sti. \$5 - \$386

(4.1683)
First Debenture Finance PLC 11.125% Sent and Date Stir 2018 - E1 1816 4 Mark First Nestional Building Society 11 1/1% Perm int Bearing She Cloud - 11.025 1/1 1/1% Perm int Bearing She Cloud - 11.025 1/1 1/1% Perm int Bearing She Cloud - 11.025 1/1 1/1% Perm int Bearing She Cloud - 11.025 1/1% Perm interest She Cloud - 11.025 Record PLC ADR (4:1) - \$9.7 (7.Je83) Five Celts Investments PLC 7% 2nd Cum ( PLC 6,1% Uns Ln Sik (657000) - 15102

der[John) & Son PLC 4<sup>J</sup>216 Cum Pri Stk. 21 - 25 Friendly Hotels PLC 5% Cnv Cum Red Pri 21 - 113 (AuteS) Friendly Hotels PLC 7% Cnv Cum Red Pri 21 - 85 (8):653 GN Great Nordic Ld Shs OK100 - DK388<sup>1</sup>2 Q.T. Chile Growth Fund Ld Ond \$0.01 - \$184, Gates (U.K.) Ld 5% Cum Prf Stk £1 - 70 Gates (U.K.) Ld 5% Cum 2nd Pri Stk E1 - 70 govers)
General Accident PLC 87/19 Qum irrd Prf E1 - 111
General Acc FreeLife Asso Corp PLC73,%
Una Ln Sik 92/97 - 29874, 934
General Section Co PLC ADR (1:1) - \$4,94
Gestetner Hidga PLC Ord Cap 25p - 110
Glavo Group Ld 64,95 Una Ln Sik 85/95 50p
- 4934 (8Ju85)
Glavo Group Ld 73,95 Una Ln 884,85/96 50p

Gleen Group La 74/4 Unit Le lett Bards 50p - 50<sup>1</sup>/<sub>4</sub>
Global Stock Investments Ld Pig Red Pri 10/10/Fe Exacting April 11/10/Fe Exacting April 11/10/F Goodhead Group PLC 7% Cnv Cum Red Pri \$1 - 52 (7JeS3) politen PLG 4416 Cum Pri Si -50 (7Je93) Great Portland Estates PLC 9.5% 1st Mitg

Great Portland Estates PLC 9.5% fet liftg
Deb Sit 2018 - 11014, (B.les5)
Great Universal Stores PLC 5-1/4 Red Unis
Lin Sit - 125 (B.les5)
Great Universal Stores PLC 8-1/4 Red Unis
Lin Sit - 255 (B.les5)
Great Universal Stores PLC 8-1/4 Unis Lin Sit - 255 (B.les5)
Great Universal Stores PLC 8-1/4 Unis Lin Sit - 100 (Great Universal Stores PLC 8-1/4 Unis Lin Sit - 100 (Greenalts Group PLC 8-1/4 Cum Pri 21 - 100 (Gree

Greenalis Group PLC 8% Cum Pri 21 - 106
Greenalis Group PLC 11½% Deb 8% 3914 121½
Greenalis PLC 8.1% Crit Line Lin Sa;
19362a-Caviderid) - 105
Greycast PLC 9.2% Cum Red Pri 2014 21 30½ & Bussell
Guirness PLC ADR (6:1) - \$37
HSSC Hidgs PLC Ord 759 (Flora Kong Reg)
- 5472½ 3.332422
HSSC Hidgs PLC Ord 5410 (Hong Kong Reg)
- 5472½ 3.332422
HSSC Hidgs PLC Ord 5410 (Hong Kong Reg)
- 5472½ 3.332422
HSSC Hidgs PLC 11.89% Subord Res 2002
(Reg) - 5110 23 ½
HSSC Hidgs PLC 11.89% Subord Res 2002
(Reg) - 5110 23 ½
HSSC Hidgs PLC 11.89% Subord Res 2002
(Reg) - 5110 23 ½
HSSC Hidgs PLC 11.89% Subord Res 2002
(Reg) - 5110 23 ½
HSSC Hidgs PLC 11.89% Subord Res 2002
(Reg) - 5110 23 ½
HSSC Hidgs PLC 11.89% Subord Res 2002
(Res Eval) - 5113/k Ø 5½
Hshitas Building Society 12% Parm int Bearurg Stre 21 (Reg C50000) - 5126½
Hambros EurobondSMoney Market Fd LiPtig
Ped Pri 1p0Managed Fund) - 551.84
Hammerson Prop Invilider Corp PLC Ord
250 - 377 80
Herdys & Hansons PLC Ord 5p - 234 40
Hasisenser Estates PLC 70½ 1 1st Map Deb
3kt 2016 - 6106½ (44653)
Herwitze Brewery PLC 11½% Cum Pri 21 14512 (3493)
Hepworth Capital Finance Ld 13 Lb 11.25% Cnv
Can Risk 2005 (Red) - 143 3 ½ to 1

rth Capital Finance Ld 11.25% Cmv

Hewatt Group PLC 10% Cum Prf 21 - 104 4 Hillschown Hidge PLC ADR(4:1) - 89.26 Hasdown Hidge PLC ADR(41) - \$8.26
(\*Lie33)
Holmes Protection Group Inc. She of Com Sik.
\$0.25 - 46 (\$Je\$3)
House of Fraser Ld 81-W Une Ln Sik (\$J\$6 - \$96 (\$Je\$3)
Housing France Corporation Ld 816 Deb Sik.
\$0.27 - \$511,
Housing France Corporation Ld 111/2% Deb Six.
\$0.18 - \$115 (\$Je\$3)
Is Hunsteyan Fund NV Ord PL0.01 - \$91,
lestend Group PLC Chv Cum Red Pd 20p - 191 1 1/2
Illingworth, Morrie Ld 81/2% Cum 3nd Pd Sik.
\$1 - 40 (\*Je\$3)

illingscritulionis Ld 6<sup>1</sup>g% Cum and Pri Sitt E1 - 40 (7,5693) Inchicago PLC 10<sup>1</sup>g% Uns Ln Sit 80/95 -£100<sup>1</sup>g (8,6693) Inchicago PLC 12<sup>1</sup>g% Uns Ln Sit 93/96 -£100<sup>1</sup>g 2 3 (9,1603) Industrial Control Services Grp PLCOrd 10p -129 / 12 132 4 7 Inst Stock Exchange of UK&Reo of InLd 71s14 Mag Cela Sak 18095 - 13612 (KLeSS) INVESCO MIM PLC Was To Subscribe for Ord - 50 6

Drd - 50 is BM/SSCO MBM Pioneer Markets Fund LdPtg Red Prl 1p - 403.4 Isla Lule PLD Grd M70.10 - INT.03 2.005 Jardine Matheson Hidgs Ld Ord S0.25 (Hong Kong Registor) - 815.08 8.16 SH80.378007 <sup>1</sup>2 .896022 60.273 .56 Jardine Strategic Hidge Id One 810.08 (Mone lardine Strategic Hidgs Ld Ord 80.08 (Hong Kong Register) - \$195.42 .44862 .4777 1<sub>2</sub> 1<sub>2</sub> .52012 4 .52012 Jardine Strategio Hidge Ld Cnv Cum Pref \$300 (Hong Kong Register) - \$1.2275¢ Johnson & Pirth Brewn PLC 11% Une Ln Stk

B3/96 - C101
Johnson Group Cleaners PLD 7.5p (Net) Crv
Cum Red Pri 10p - 187
Johnson Matthey PLC 8% Crv Cum Pri C1 770 (8)493
Kenning Motor Group PLC 3,85% (Fmly
5)-2% Cum Pri C1 - 53 (8,365%)
Kenning Motor Group PLC 4,9% (Fmly 7%)
Cum Pri C1 - 64 (8)493]
Kum Pri C1 - 64 (8)493]
Kuppel Corporation LG Ord 361 557,721395 8,213 -821733 ,2418 -285
-301648 301648 APRIOR OF THE SHEET STATES AND SHEET SHEET SHEET SHOW PLC 3.65% Curn Pri 1 - 48
Kinta Keltas PLC Ord 25p - RM4,1438
Koras-Surope Fund Ld SmalfOR to Br) \$0.10
(Cpn 5) - \$3140
Kwaemer A.S. Free A She NK12.50 - NK191

Land Securities PLC 9% 1st Mitg Deb Sits 96/ 2001 - C103 LSSNO PLC 10<sup>1</sup>2% Deb Sits 2008 - £110<sup>1</sup>2 LsStherm(Jennest) PLC 8% Curn Pri £1 - 82 Leeds & Holbeck Building Society 13<sup>1</sup>3% Perm Int Bearing Sits £1000 - £124 Leeds Permanent Building Society 13<sup>1</sup>3% Perm Int Bearing 550000 - £132<sup>1</sup>2 % (8,1683) Livisi, John Permanentip PLC 5½ Curn Pri 856 £1 - 53 4<sup>1</sup>2 (8,1683) Levis, John Permanentip PLC 7½% Curn Pri 856 £1 - 53 4<sup>1</sup>2 (8,1683) Lowis, John Permanentip PLC 7½% Curn Pri 85 £1 - 10 (7,1683) London & European Group Ld 10<sup>1</sup>2% Une Ln Bit 11 - 50 (7,1683) London & European Group Ld 10<sup>1</sup>2% Une Ln Bit 1183 - 525 (7,1683) London & European Group Ld 10<sup>1</sup>2% Une Ln Bit 1183 - 525 (7,1683) London & European Group Ld 10<sup>1</sup>2% Une Ln Bit 1183 - 525 (7,1683) London Scarifice PLC Ord (p = 3<sup>1</sup>2 (8,1698) London PLC 80% Curn Red Pri £1 - 106 8

Low(Wirt) & Go PLG 8.75% Gum Chy Red Pri 21 - 107 C1 - 107

C1 - 107

Lowe/Robert HJ, & Co PLC 87.5% (Next) Crw

Cum Red Prf 10p - 11 (4.663)

MEPC PLC 5455% Cum Prf 58k E1 - 50½

(5.463)

MEPC PLC 9%,% 1st Mitg Dab 58k 97/2002 2107

MEPC PLC 12% 1st Mitg Dab 68k 2017 2125 (4.663)

MEPC PLC 8% Unb Ln 58k 2000/05 - 558

(8.463)

MeAlonin/Mench PLC 594 Cum Date 466 (B.Jes3)
McArlyine/Mhed) PLC 9% Curp Prf P1 - 106
(B.Jes3)
McArlyine Stone PLC 8.75% Curp Red Prf
2003 E1 - 48½ (B.Jes3)
McCarriny & Stone PLC 7.7% Criv Une Ln Stk
99/04 - 252 (B.Jes3)
McInemey Properties PLC "A" Ord Ir201.10 80.009 Michaemey Properties PLD A CAD - 125 (8,1e83)
Mickey Securities PLC Cap 20p - 125 (8,1e83)
Manchester Ship Canel Co 5% Perp Pri 21 219 (7,1e83)
Menchester Ship Canel Co 1st 312% Perp
Menchester Ship Canel Co 1st 312% Perp
Menchester Ship Canel Co 312% Perp Deb
Menchester Ship Canel Co 312% Perp Deb

Menchester Ship Cental Co 31-24 Perp Deb Sik - 235-9
Menchester Ship Cental Co 31-24 Perp Deb Sik - 235-9
Menderho Viental International Lid Ord \$0.05
(Hong Kong Ragi - 90.66 \$48.163152 2
Mentle Fund (Capman) Lid Pig Rad Pri 80.01
- \$13-13-14
Marshon, Thompson & E-summed PLC Pie Umi
Lin Sik 58/96 - 532 (9.1663)
Medows PLC ADR (4:1) - \$14.124529 (p.1663)
Merchast Hotal Group PLC 814/96 Criv Uns
Lin Sik 18/04 - 158 (9.1663)
Merchast Hotal Group PLC 814/96 Criv Uns
Lin Sik 18/04 - 158 (9.1663)
Merchast Hotal Group PLC 814/96 Criv Uns
Lin Sik 18/04 - 158 (9.1663)
Merchast Deb Sik 18/05 - 158/96 Sikhord Uns Lin Sik 18/04 - 1594 34
Mediand Bank PLC 72/96 Sikhord Uns Lin Sik 18/04 - 158/96 Sikhord
Mediand Bank PLC 71-8/96 Sikhord Uns Lin Sik 18/04 - 158/96 Sikhord
Mediand Bank PLC 71-8/96 Sikhord Uns Lin Sik 18/04 - 158/96 Sikhord Uns Lin Sikhord Uns L (5.1863) Ionaanto PLC 5% Gtd Ln Stk 92/97 - 138 (4.1883) (AJe83)
Momento PLC 614% Gld Ln Sik 92/97 - 288
Morganio PLC 614% Gld Ln Sik 92/97 - 211½ (AJe83)
Morgan Crusbie Co PLC 3.5% Cum 2nd Pri St - 54 हा - 54 fount Charlotte Investments PLC 104% 1st Mig Deb Sik 2014 - £106.675 (6Jess)

NEC Frances PLC 10°5% Dec Set 2016 -111.9875 (Au63) NMC Group PLC 7.75p (Neg Com Red Cnv Pt 10p - 95 National Power PLC ADR (10:1) - 236 National Westminster Bank PLC 7% Curn Ptf Securicor Group PLC 4.55% Cum Ptg Prf \$1 - \$120 (6.1e83) Assigned Wijsammuse community 21 - 72/2 National Westminster Sank PLC 9% Subord Uns Ln Six 1983 - 1994; 100 National Westminster Bank PLC 12/2/6 & Subord Uns Ln Six 2004 - 21/2/6 & National Westminster Bank PLC 12/2/6 & National Westminster Bank PLC 12/2/6 & National Westminster Bank PLC 8.775/8 Quan Pril 21 - ED

(4.952) PLE 0.7/20 (4.952) Newcasio Building Society 12\*5% Perm Interest Bearing Stn £1000 - C123\*2 News International PLC 8% 2nd Cum Pri £1 - 770
North of England Building Society 12<sup>1</sup>/<sub>2</sub>%
Perm Int Bearing (21000) - 212014, 1/2 7/
Northern Englasering Industries PLC37% Curn
Red Prf 21 - 45 (7.1683)
P & O Property Holdings Ld 816 Uns Ln Stk.
177/Mo - 1821 (8.1683)
Pactine Gas & Electric Co She of Corn Stk. S5
- \$341/4, 21 (7.1683)
Paramount Communications Inc Corn Stk. S1 - \$3944, 21 (Jases)
Peramount Communications Inc Core Stk \$1
- \$54% (8Je63)
Peridand Textile(Hidgs) PLC Ord 25p - 176 Perkland Texture (1995) (3.1653) Peterson Zoshonia PUC 1076 Cura Pri ST > 2 n PLC 13.825% Una Ln Stk 2007 -

C131-4, Peel Holge PLC 10% Curn Prf 50p - 54 Peel Holge PLC 974% 1st Mtg Dab Six 2011 - 1384 (BJ663) Peel Holge PLC 525% (Net) City Curn Non-Vig Prf 21 - 90 (BJ653) Peel South East Ld 84,% Une Ln Six 67/97 -Poel South East Ld 10% 1et Mag Deb Sit. 2026 - 597 (7JeSS) Perions Foods PLC Sp(Net) Cum City Fled Ptf line S.A. Ord She NPV (Str In Denom 1.6 & 10) - BF84 . 10) - BF5400 tels Group PLC 674 Clam Pri 21 - 64 61<sub>9</sub> :

Portais Group PLC 6% Clim Ph. L.

(SJeSC)
Portamouth&Sunderland NewspapersPLC6%
Cam Pri Stk E1 - 85 (7JeS3)
Portamouth&Sunderland NewspapersPLC11.5% 2nd Cum Pri 21 - 134
Potgleterarust Pletinums Ld Ord ROU25 - 155 (7Ja83) Powell Dullyn PLC 47s% Com Pri 50p - 25 Pointed Dufflyn PLG 44579 Lean Fr. Sp. 14 (Missill (SJe83) PowerCen PLC ADM (10:1) - \$25.14 (Missill Cuarto Group No. 6.75pPlng Can/Currinodini, of Prid Sp. 16:105 Cuthus Group PLG 10% Cum Pri St. - 11:2 REA/Higgs PLG 9% Cum Pri St. - 60 Missill Cuartos (83:653) RPH Ld 5.6% (Findy 819) Cum Pri \$1 - 84<sup>1</sup>2 RPH Ld 41gH Une Ln 981 2004/09 - 885

(3.668) FWH Ld 916 Lins Ln 58, Variza04 - C100 RTZ Corporation PLC 3.32596 "A" Cum Pri E1 - 49 acal Sectronios PLC ADR (2:1) - \$6.67 .66 .68 (84693) .05 (83653) Rank Organisation PLC ADR (1:1) - \$11% Ransomes PLC 8.25p (Net) Cum Cav Pri

Personnes PLC AZSD DWG COM CRY PT TEAS - 88 8 70 Rethern Group PLC AZR (3:1) - 81,47 (8,485) Recedent International PLC 84,56 Una Lr Str. 85,55 - 50 6,54655 Paciett & Colonian PLC 87, Cum Pril 51 - 82 (7,1455) (F.385)
Read International PLC 3-1976/11.
Curn Red Pri 51 - 47
Read International PLC 3-85% (Perky 3-1/2%)
Curn Red Pri 51 - 37 (7-1693)
Read International PLC 4-87% (Purky 71%) Curn Read International PLC 4.8% (Firsty 7%) C Prf E1 - 74 (3.1633) Renald PLC 8W Care PVf Edit E1 - 55 Recold PLC 8W for Deb Sat 91/85 - CBS

PALL BY 18 THE DRU SEC 91/10 - LBS (7/463)
Retail Corporation PLC 4.86% (Pmly 6<sup>1</sup>g%)
Retail Corporation PLC 4.025% (Pmly 5<sup>1</sup>g%)
Curn 2nd Pri St - 56 (S.4653)
Report PLC 11<sup>1</sup>g% Curn Pri St - 126 7
(7/463) (7.955)
Royal Insurance Holdings PLC 7<sup>1</sup>/<sub>4</sub>:95 Criv Subord Bds 2007 (87 2 Ver) - 5:150 Rugby Group PLC 696 Uns Lin Sid 53/96 -Est States B-TK Insurant Fund Ld Ont \$1 - 53 S.A (4.953) Beatch & Seastchi Co PLC ADR (5:1) - 57<sup>1</sup>/<sub>2</sub>

Saneburyij) PLC ADR (1:1) - \$7.68 Barey Hotal PLC 6<sup>1</sup>2% Una Ln Stic \$2.788 -\$99 (8JeS3) \$99 (BJeS3) Segretoric Höggs PLC 7.28(p (Net) Cnv Cum Rad Pt 20p - 83 Scholl PLC 87/96 Cum Red Pt 2001/05 Et -103/5 (\$JeS3) Schooler Japanese Warrert Fund Ld IOR (in Genom 100 She & 10000 She) - \$155 (7.440) ins PLG 84/% Una Ln 8tk 67/2002 -

2103
Scottish Hydro-Biscinic PLC Ond 50p - 342 3 4 5 5 .33 1<sub>2</sub> .83 5 1<sub>2</sub> .83 7 7 8 8 .33 1<sub>2</sub> .98 9 1<sub>2</sub> .83 7 7 8 8 .33 1<sub>2</sub> .98 9 1<sub>2</sub> 50 50
Scottish Metropolism Property PLC 10 1<sub>2</sub>% to 14 50 pc Sin 2016 - 126 1<sub>2</sub> .80 count 5 Newcomm PLC 0, 425% Cum Pri C1 - 96 6 (0,1-625)
Scottish & Newcomite PLC 7% Crv Cum Pri C1 - 302
Scottish Power PLC Ond 50p - 312 4 6 6 7 7 .34 1<sub>2</sub> 5 8 20 20 1<sub>2</sub> 1 1 .34 1<sub>2</sub> 1<sub>2</sub> 2 2 3 Seagram Distillers PLC 12 1<sub>2</sub>% Deb 36x 2012 - 2126 1<sub>2</sub> 1<sub>3</sub> (3,1-62)

• £126<sup>1</sup>4 <sup>1</sup>2 (5.1e53) Seens PLC 4.8% (Fmly 7%) "A" Cum Pri £1 • 67 (3.655) Seers PLC 7<sup>1</sup>4 % Line Ln Stit 92/97 - 196 9 (7.659) (7Je83) econd Merket Investment Co PLC 2<sup>1</sup>2 % One Use Ln 80k 1984 - 2131 (8Je83)

neering PLC 5% Cum Pri £1 - 20 imon Engi 20 55 20 55 Simpon Engineering PLC 9<sup>1</sup>4% Dab Sik 92/97 - 574 (8Je93) Simpons & Co Ld 7<sup>1</sup>2% Curn Prf \$1 - 74 Group PLC 11% Unit In Six 1229 - 124 (7,1683) Skipton Bulking Society 127/94 Perm Int Bearing She C1000 - 2:17 (9,1463) Smith New Court PLC Warrants to sub for Ord - 50 (8,1463) Smith New Court PLC 12% Subord Unit In Six 2001 - 2:105 (8,1463) Smith (WH) Group PLC 78\* Ord 10p - 86 (8,1463) Smith (WH) Group PLC 84-94 Red Unit In (B.MS3)
Smith (W.H.) Group P.C. 5<sup>1</sup><sub>2</sub>% Red Une Ln
Six - 522 (B.MS3)
SmithWine Beacham P.C. ADR (5:1) - 532 <sup>1</sup><sub>4</sub>
SmithWine Beacham P.C./SmithWine ADR
(5:1) - 529 .08233 .249 .249025 <sup>1</sup><sub>4</sub>
SmithWine SmithWine P.C. 11<sup>1</sup><sub>4</sub>% Dab Six 95/
2000 - 1:00 (B.MS3)
South Stationshire Webs P.C. 9<sup>1</sup><sub>4</sub>% Red
Dab Six 632200 - 5<sup>1</sup><sub>4</sub> Unb. 5 2000 - E108 (B.1683)
South Stationshife Water PLC 9<sup>1</sup>6% Red.
Deb Sti: 98/2000 - E104 <sup>1</sup>2 5
Spenist Stratler Companies Pund Was to Subfor Stis 92 - 50<sup>1</sup>2 (T-1683)
Standard Chartered PLC 12<sup>7</sup>1% Subord Uns
Ln Stk 200207 - E12<sup>1</sup>12
Subcliffa.Speakman PLC 9<sup>1</sup>2% Red Cum Prf
E1 - 100<sup>1</sup>2 - 1 - 100<sup>1</sup>2 - 1 Lins Lins Six 8994 - CS94,
TS8 Offshore Inv Fund Ld Ptg Red Ptf
10(European Class) - 131,54 (8,1e3)
TS8 Offshore Inv Fund Ld Ptg Red Ptf
10(European Class) - 131,54 (8,1e3)
TS8 Offshore Inv Fund Ld Ptg Red Ptf 10(Int)
Equity Class) - 188,95 (8,1e3)
TS8 Offshore Inv Fund Ld Ptg Red Ptf
10(Ptm) Americant Class) - 355,54 (8,1e3)
TS8 Offshore Inv Fund Ld Ptg Red Ptf 10(INC)
Equity Class - TSP 9 (8,1e3)
TG Group PLC 10,875% Ovr Cura Red Ptf
Sts 21 1597 - 233 5 (8,1e3)
Tskare PLC 11,8% 1st Mtg Deb 8th 2014 211212 (7,1e53)
Tate A 1 to ETC 6,1e644 and 2112<sup>1</sup>2 (7JeS3)
Tate & Lyle PLC 8<sup>1</sup>2%(4.55% plus tax ared-gCum Pri 21 - 70 (5JeS3)
Tate & Lyle PLC 8<sup>1</sup>5 West plus tax ared-gCum Pri 21 - 70 (5JeS3)
Tate & Lyle PLC 8<sup>1</sup>6 Uns Ln 8<sup>1</sup>8 2003/66 -Enn (5JeS5) LIUT (MARCE)
Tesco PLC ADR (1:1) - \$3,57 (MARCE)
THORN EMI PLC ADR (1:1) - \$13,4441
Toots Group PLC 74% Une Ln St. 89%4 - \$28 (7463) CLASSOUR Retains PLCS<sup>1</sup>2% corr.Kemskysalacoum (acesse PLC5+246 Cum Pri 21 - 53 (5Je63) acisigar House PLC 5.378% Cum Pri 21 -66-2 (7Je83) ar House PLC 7% Uns Deb 8tk 21 -700 Tradagari House PLC Nº4 Uns Ln (Mi MAN) -094% (Buess) Tradagar House PLC 942% Uns Ln 68k 2000/ Tracingar House PLC 9½% Une Ln 8th 2000/ 05 - 039½ ¾ Trataiger House PLC 10½% Une Ln 8th 8001/06 - 539 (MeSS) Transaction Heldinga PLC 8 9% Crev Pri 61 - 97 .05 8 Transport Development Group PLC 8½% Une Ln 5th 55/96 - 539½ (4)e63) Transport Development Group PLC 9½% Une Ln 5th 55/26 - 539½ (4)e63) Transport Development Group PLC 9½% Une Ln 5th 55/208 - 511.89 97/3997 Trafforest 53/2 Printers Ld 8% Non-Cum Pri E - 58/17/3998 Tribute 201 Primare LS 899 Rep-Cum Pri Driggs PLC ADR (1:1) - 88.26 (4.565) Unigase PLC 5% Uns Ls 86: 91/96 - 290<sup>1</sup>2 (4.565) Unigase PLC 8<sup>1</sup>2% Uns Ls 86: 91/98 - 298<sup>1</sup>2 (8.565) (B.682)
Unioner PLC ADR (4:1) - \$83 63 (B.683)
Union briganational Co PLC 694 Cuan PM Six 51 - 41 (7/4653)
Uninys Corp Com Six \$3.01 - \$12.16 (A.683)
Value & Income Trust PLC Warmerts 86764 to Value & Income Trust PLC Werrents 98/4 ( anti br Oth - 32 Vasa Gener PLC 98/7% Deb 56: 2015 -5: 105/2 (84/63) Volume PLC 97/15/95 SolyNon-Cum) - DCI (84/63) Volume PLC 97/1 Pr@Non-Cum) Sts 51 - 42 Volume PLC 97/1 Cum(Fax Free To 30)pPm Sts 51 - 61 Brk C1 - 68 /odafone Group PLC ADR(10:1) -S68.497717 ½ .6 ½ .7 .717708 .72 .878704 .857703
Wager Industrial Hidgs PLC 7.25p (Net) Orv
Pig Pri 10p - 135 (B.h.85)
Wather Greenbank PLC 61g/s Crv Cum Red
Pri 25p - 110 (9.45g)
Walkor(Thomas) PLC Ord Sp - 27 (8.468)
Warburg (8.0.1) Group PLC 71g/s Cum Pri 21
- 1034. (8.468) - 1034; (B.1685)
Warburg (S.G.) Group PLC Cev Did 25p - 450 50 (B.1687)
Waterglade International Hidge PLC 7.75%
Cev Cust Red Pri 5t - 21
Velicome PLC ADR (1:1) - \$10.00 .65 % []
.98 .9963 1
Web Farge & Company She of Cord Sid 55 - 580 .45 Rills60 Westers Group PLC Warrants to sub for Ord - 99 100 1 - as 100 1 Weetland Group PLC 7<sup>1</sup>2% City Cum Prf £1 -219 9 20 20 1 3 Westland Group PLC 12<sup>3</sup>2% Dab Stk 2008 -£118<sup>1</sup>6 (3Je62)

 - £120 (E.JeS3)
severn Prier Crossing PLC 6% Index-Linked
Deb Stk 2012 • £112<sup>1</sup>2
hanghal Fund (Cayenan) Ld Ptop Shs \$0.01
 • £13.71 48 Whithead PLC 5½% 3rd Cum Pri 8tk E1 -58 80 (4Je83) Whithead PLC 6% 3rd Cum Pri Stk E1 - 63 Stag 312
Shell Transports Tracing to Ptop Site (9r)
25p (Cpn 190) - 616 25 g.Lega)
Sheld Group PLC Ord Sp - 912
Sheld Group PLC 5.84% (Net) Cnv Cum Red
Pt C1 - 25 [Lega]
Small Engineering PLC 4% Cum Red Pt 84/
98 21 - 70
Smort Engineering PLC 4% Cum Red Pt 84/
Smort Engineering PLC 4% Cum Red Pt 84/ Whithread PLC 4 1/4 Red Deb Stk 99/2004 -C77 (8J953) Whithread PLC 5 1/4 W that Ln Stk - 258 Whithread PLC 7 1/4 Uns Ln Stk 95/99 - 297 (SJests)
Willis Compon Group PLC ADR (5:1) - \$15 Willis Comoon Group PLC ADR (8:1) - \$16 (8,1963)
Winstrust PLC 104/34 Curn Prf 61 - 115 5
Xerox Corp Corn Six \$1 - \$74.14 1/4
York Waterworks PLC Ord 10p - 293 (8,1e83)
Yorkshire-Tyrin Tees TV Hidgs PLC Wits to sub for Ord - 29
Young 5 Co's Brewery PLC 8% Curn Prf 61 - 111 1/4, 51/2 (8,1e83)
Yule Catto & Co PLC 111/2% Curn Red Prf 1996/2003 11 - 1151/2 61/2 (8,1e83)
Zambla Consolidated Copper Mines Ld\*8\*
Ord K10 - 2500 Investment Trusts ITVESTITIENT TUSSES
Alliance Trust PLC 5% Pri Sik - 553 (BJe65)
Betille Gafford Japan Trust PLC Was to Sub
Ord Shar + 122
Betille Gafford Shin Nippon PLC Warrants to
sub for Ord - 68 90
Barriens Investment Trust PLC 3.5% Cum Pri
Shx + 522 (BJe63)
Betilde Sases Trust PLC 90 1012% Deb
Six 2016 - 211112 (BJe63)
British Assets Trust PLC "A" 5% Pri
StiqCum" - 55312 (BJe63)
British Empire Sec & General Trust 101/8%
Deb Six 2011 - 21104
C.S.C.Investment Trust PLC Ord Sip - 602
(JJe63)

C.S.C.Investment Trust PLC Ord Stip - 905;
(4JeS3)
Capital Gearing Trust PLC Ord Stip - 406
(8JeS3)
Capital Gearing Trust PLC Ord Stip - 406
(8JeS3)
Clemento Korea Emerging Growth FundShe
S10 (Flog Lin) - 5124; 12½; 12%
Dame Investment Trust PLC White to Subscribe for 1 line & 1 Cap - 40 (8JeS3)
Edinburgh Investment Trust PLC 7½% Deb
Six 1935 - 259%; (7JeS3)
Edinburgh Investment Trust PLC 1½% Deb
Six 2014 - 2123.075 ½; gMeS3)
Flogiburgh Investment Trust PLC Equity United
Unit Lin Six 2007 - 119 (8JeS3)
Finsbury Smaller Co's Trust PLC Zero Div Pri
25p - 164½; (4JeS3)
Finsbury Smaller Co's Trust PLC Zero Div Pri
Sps - 164½; (4JeS3)
Flassing Japanese Inv Trust PLC Was to Sub leming Jepanese Inv Trust PLC Whe to Sub for Ord - 84 5 1<sub>2</sub> 6 Terring Marcantile Inv Trust PLC 2.8% Cum Pri Six £1 - 41 (8Jeg3) Hotspur Investments PLC Ord £1 - 315 (8Jeg5) Hungarien Investment Go Ld Wernents to sub for Ord - S2® Se line Trust PLC 2.8% Cum for Grd - 529
Law Debenture Corp PLG 3.88% Gurn Prf &i
- 59 (MacC)
Laward Select Investment Trust Ld Ptg Red
Prf 0.1p LLK, Liquid Assets Fund - \$10 (4.163)
Leveraged Capartinity Trust PLC Zer Opn
City Lim Ln Sti. 96/lpi - £116 (7.149)
Lundon & Et Leverage Investment PLCOrd
Sp - 132 (9.148)
Meaturst PLC Wha to Sub for Ord - 10 2<sup>1</sup>g
(7.1633)
New Gastney Securities Trust Ld Ord 25p 52 New Chargest Secures Trust List Cro July 2
New Throgmonion Trust(1983) PLC Zero Gpn
Dab Six 1986 - 564 (Augs3)
Purbus French Investment Trust PLCGers "A"
Wennels to sub two Cro - 30 (Augs3)
Purbus French Investment Trust PLCGers
15" Vennels to sub ter Ord - 91
Rights and issues two Trust PLC dig N Cum
Pri 51 - 82
Schroder Korse, Rund PLC Ord 90.01 (Bit) \$105-\$ \$ (Augs3)
Scottish Eachers Inv Trust PLC 94:16 Deb Stit. South Nation 1 And 1 April 1 A Sign - 127 8
Since High-Yielding Smitr Co's Te6Vts to
Sub for Ord - 359
Shies Investment PLC Viterants to sub for
Ord - 70 (Blottle)
Sphere Investment Trust PLC Revised Warnests to sub tor On - 0%
TR City of Lundon Trust PLC 816 Non-Gum
Sub Pt Sts 21 - 55 BLook
Updown Investment Co PLC 816 Deb 887
2018 - 2361g

Miscellaneous Warrants minds & New Zeeland Berking Gp Ld Wa Fing as Colon Myw Ord 25/5/84 - \$42.528 (4.1653) USM Appendix

BLP Group PLC &p (Net) Cav Curn Red Pri 10p - 66 (BL603) PBD Holdings PLC Ord (60.60 - 161.7 (BL603) (Blata New PLC) Ord 25p - 545 Greet Southern Group PLC 8.75p Curn Cav

Michand & Scottish Resources PLC Ord 10p -1712 9 1712 9 Savage Group PLC 6.5% (Net) Cum Rad Criv Art £1 - 103 (8Je93) Total Systems PLC Ord 6p - 73

Rule 535(2)

Ann Street Breweries Co Ld Ord 21 - 23,1 3.2
Arsensi Football Club PLC Ont £1 - \$320
(7.4683)
Asset Global Funds International Sonti \$5,709797 (4.4683)
Asset Mark Sontial Club PLC Ont £50 vol Aston Vitre Football Club PLC Ord 25(1 vote, 100)
Bercinya Investment Fund(CL), Global Resources Fund - 50,488 (7Je83)
Slocure Holdings PLC Ord 1p - 50,78
Buttress European Bond Fund Ptg Red Ptf 1p - 53,83 that Club PLC Ord 25(1 vote)

Channel Islands Coms (TV) Ld Ord 5p - 20.4 (9Je83) Charingo/Charistiane Charingo Distr - 21.746 (8Je80) (8Je83)
Deliceth Hidgs PLC 10p - E0.12
Deritord River Crossing Ld 2nd Ln Siz 2006 - E124 (4Je83)
Demon Hidge PLC Ord 10p - £3.85 (8Je83)
Demon Hidge PLC Ord 10p - £3.85 (8Je83) Enterprise Computer Hidge PLC (10% Crv Uns Ln Stx 1993/96 - 159 (7/es3) Gander River Resources PLC Ord Sp - 10.03 (9Je63)

Grampian Television PLC Ord 10p - £1.7 (7Je83) (7Jess) Greenstar Hotals PLC Ord 10p - 10.32 0.32 Groudto Club London PLC Ord 10p - 10.4 sey Gas Light Co Ld Ord 10p - \$0.52

Guernary Press Co Ld Ord 10p - £1.55 (8Je93) guvesco MMM International Ld Jepan Income à Crown - \$1.554 (5.650) Jennings Bros Ld Ord 25p - \$1.6-1.85 (5.663)

Insurer

Zenecu

F 45

236 to 5

10 mg

State State

100

45.

Carrier Services

Secreta hand to his faction of the

yer yenner na Sêr

100 en de la companya de

¢.

•

(Subsect Senson(int) Fund Men Japanese Fund - 10 set (Band) (Gehrent Senson(int) Fund Men Int Equity Gwin Inc - 12.642848) Le Riche's Stores Ld Ord £1 - £212 (8Je83) MSG(Querrosy)tetend Gold Fund Accurations - CSLTCB (7-left)
Motitis International Group PLC Ord 1p - 20.4
National Pariding Corp Ld Ord 10p - 24<sup>1</sup><sub>6</sub>
Pari Andean Resources PLC Ord 1p 20.10125 0.105 0.11

Perpetual Jersey) Offshore Asian Smalls. Markets - 20.732965 ual(Jersey) Offshore Emerging Co's Perpetual(Jarsey) Ottahora Japan Growth Fd - \$1.5488 (7.4888) Perpetual(Jersay) Offshore UK Growth -22.400362 n international PLC Ord C1 - 29.8 Paragera Football Club FLC Ord 10p - ED.9

othschild Asset Management(Cl) Old Court Major UK Co's Fund - 20.936438 (4Je93) Mejor UK Co's Fund - 20.436436 (4.463) 8chroder Management Services(GuerriSchroder European Bond - 27.43404 8cotta Holdings P.C. Ord 10p - 24 (7.468) 8elect Industries P.C. Ord 2<sup>1</sup>gp - 20.07¢ 8elect Industries P.C. New Ord 7<sup>2</sup>gp(2<sup>2</sup>gp Rogd - 20.0225 0.02876 0.025 0.028 0.03 (8.463)

Salest Financions PLC Onl 1p + 59.127483 0.13 Shephard Neeme Ld "A" Ord E1 - E4<sup>1</sup>g Southern Newspapers PLC Ord E1 - E2.87 S S.05 (SJe63) Thegine PLC Ord 5p - 69.1 0.13 (7Je68) Techer Hitherin PLC Ord 51 - 64.3 4.3 T V-em PLC Ord 5p - 69.1 (6Je69) LIAPT-Indolinik PLC Ord 25p - 20.67 Vigbs Entertainments PLC Ord 8p - \$0.00826 0.0075 0.01 0.01125 0.015 Westable Ld "A" Non.V Ord 25p - £12.5 (73.63)

HULL are to be by substantial market in securities where principal market is outside the UK and Planchard of Instant.

Quotation has not been granted in London and dealings are not recorded in the Official List. Aust. Foundation by 91 (7/6) Soundy inve ASE 1776 (846

AULE 636 (4) (a)

Buidt Semberrang S88.17 (7/6) City Developments \$65.1 Community Psychiatric Centers \$10.81 Hysen Development H\$18.8 (9/6) Mogul Mining A80.1984 (8/6) National Sectronics (Consolidated) 6 (7/6) Cit Search St Palabora Mining R66 (8/6) Playmetes Hidge R4 (7/6) Portman Mining A\$2,876 menthe Hidge. Berhad 85 (9/6) Sepobire Mines ASO.15 (4/6) Belangor Occonuts 42 (8/6) Wahale Mining Co A\$0.1815 (7/6) By Permission of the Block Enghance Court

FINANCIAL TIMES

# international

With corporate defaults running at record levels the measurement of

credit risk has become the key to financial decision making. Now from Financial Times Newsletters: a unique source of reference for all players in the international

credit markets - borrowers, investors and intermediaries alike. s corporations, financial institutions and Every three months, subscribers receive the complete

securities market financing, credit ratings are playing a vital role in international investing, lending and borrowing decisions. FT-Credit Ratings International provides the only

government entities increase their reliance on

comparative listing of the credit ratings assigned to around 6,000 international borrowers by the world's leading rating agencies: Canadian Bond Rating Service, Dominion Bond Rating Service, Duff & Phelps, Fitch Investors Service, IBCA, The Japan Bond Research Institute, Japan Credit Rating Agency, Moody's Investors Service, Nippon Investors Service, Standard & Poor's Corporation, S&P-ADEF, S&P Australian In addition, multiple ratings of individual issuers are

aggregated into the unique FT-CRI Composite Index. The ratings are presented in an easy-to-scan tabular format, with the agency names repeated on every spread and the borrowers running down each page in alphabetical order.

list of ratings, cumulatively updated, in a 350-page bound book. New subscribers also receive an annually updated directory of the agencies, their rating scales and criteria. FT-Credit Ratings International is indispensable to:

■ Investors - fund managers and financial analysts at all types of investing institution; also lending officers

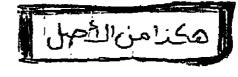
at commercial banks, heads of corporate and sovereign lending. ■ Borrowers -- treasurers, finance directors and other senior personnel at issuing corporations, institutions

and sovereign entities. ■ Intermediaries - merchant and investment banks, securities houses, brokerages and marketmakers. FT-Credit Ratings International provides a unique

service. It is available only on subscription from Financial Times Newsletters. The 1993 subscription rate for one year is £546 (UK) or £567/US\$907

For a FREE sample booklet contact: Clare Borrett, FT Credit Ratings International, Financial Times Newsletters.

126 Jermyn Street, London SW1Y 4UJ. Tel: (+44 71) 411 4414 Fax: (+44 71) 411 4415



#### LONDON STOCK EXCHANGE

# Equities unable to maintain advance

**UK Stock Market Editor** 

AN UNCERTAIN session in the UK stock market ended on a sour note yesterday when rumours of an impending political scandal checked London's response to the strong opening on Wall Street which had fol lowed good news on US retail sales and producer prices.

Earlier, the stock market rallied from a loss of 10.8 on the FT-SE Index, helped by a firm opening by stock index futures. Later, equities continued to steady as sterling responded favourably to satisfactory UK trade figures for the first quarter of the year, which showed a smaller than expected visible deficit on trade with the EC.

Accou	nt Dealing	Detec
First Deslings: May 24		Jan 21
Option Declaration 3	Jun 17	Jan 1
Last Dealings: Jun 4	Jun 18	Jul 2
Account Days Jun 14	Jun 28	Jul 12
New time deal 2.30ms two but	loga may toke siness daya epr	pince from Ser.

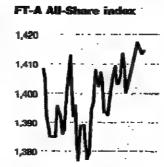
But trading volume was moderate and London was still waiting with some caution for the important economic data on the US economy to be announced in Washington.

The largely unchanged US producer price index, backed up by a comment from the US Commerce Secretary that increases in US interest rates were now not needed, sent

Wall Street ahead by 11 Dow points in London bours. The Footsie tried to move powards but failed to hold its best lev-

At the close, the FT-SE Index was only 1.8 up at 2.861.8 and traders were asking themselves whether the market had enough strength to test the higher end of its trading range at around 2,830. The FT-SE Mid 250 Index eased by 4.8 to 3,202.9. Seaq volume fell to 528.8m shares from Thursday's 620.3m, which was worth 21.35bn in retail worth.

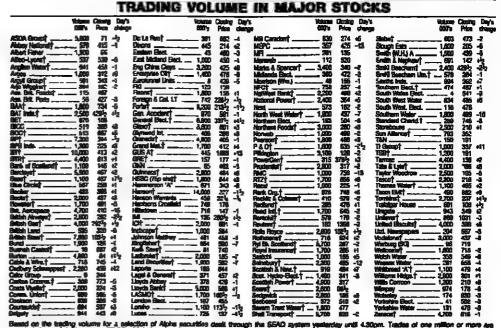
Suggestions that a UK newspaper will next week publish a story of political corruption surfaced early in the stock market trading session and were greeted with some scepti-



ery of 31.9 points in the Footsie, largely on bopes that the new UK chancellor of the

cism in a market not unaccustomed to Friday afternoon bond dated 2017.

exchequer may sanction a cut in base rates, perhaps on Tues-day when he delivers his Mansion House speech to the City of London. The FT-SE Mid 250 Index has advanced to new peaks, closing last night nearly 1 per cent higher on the week. narrowly yesterday, cautiously watching sterling's performance. At the close, longer dated bonds were a shade easier while index-linked issues, the market's inflation hedge instruments, edged higher. The UK authorities announced the issue of a further £700m of its 8.75 per cent



#### Insurer sells Zeneca

WORRIES that Zeneca's £1.3bn rights issue, which closes on June 21, could yet run into more turbulence were heightened yesterday when the mighty Prudential insurance group revealed it had reduced its stake in the recently-demerged bioscience arm of ICI

to below 3 per cent. Marketmakers were poised to shift their quotations as the news spread through the dealing rooms but very little selling pressure in fact ensued. Zeneca "old" shares, which dipped to 614p before the Pru-

dential news was known, eventually closed a fraction easier at 616p on turnover of 4.5m. The "new" nil-paid shares, in which the Pru was said to have carried out most of the selling, eased 2 to 18p, after 17p, with 6.5m shares changing hands. It later emerged that the Pru had sold less than one per cent of Zeneca stock, or some 5.8m

Mr Hugh Jenkins, chief executive of Prudential Portfolio Managers, said "Some of the investment funds managed by the Prudential have been rebalancing their portfolios in the health and household sector. This has resulted in a reduction of their Zeneca nil-paid rights. However the Prudential will be taking up the majority of its rights and is supportive of the issue."

Hourly movements

FT-SE

STEP TO THE STEP T

G. .

Recent buying of GEC, the UK's flagship electronics

Actualies Share indices

yesterday, driving the share price up to a record 338p. Just before the close of trading they came off the top to end a net 4½ up at 337½p. Turnover was

a good 6.9m shares. A hefty buying order, reportedly from a single large US institution, was driving the stock higher yesterday. Electronics specialists said GEC was one of only a handful of top quality UK stocks, mostly among the utilities, offering above-average dividend growth

and a strong balance sheet. GEC is scheduled to announce preliminary results on June 30, and analysts expect profits in the region of 2870m, up more than 5 per cent and a 7 per cent increase in the dividend total.

#### Kingfisher sold

The tide turned against favourite of the stores sector,

when Strauss Turnbull issued a sell note and fears over a price war in the DIY sector took hold.

at 590p. Texas, Ladbroke's DIY subsidiary, is mounting an aggressive price discounting campaign, which is no help to Kingfisher, a major player in

B&Q chain. Mr Robert Snaith, stores analyst at Strauss, also stressed that renewed confidence in Boots, one of Kingfisher's main store rivals, contributed to the downturn in Kingfisher shares. He believed there was a certain amount of overcapacity in stores and that perhaps "King-fisher has had it its own way for a little too long."

Elsewhere in DIY-related stocks, WH Smith "A" fell back 6 to close at 439 and Kingfisher, recently the J.Sainsbury went 12 lower at 485p in thin turnover.

#### NEW HIGHS AND LOWS FOR 1993

NEW HIGHS (129),
NEW HI THE TEMPORATE STATE HASE, WELL THROUGHTEN THE TEMPORATE THE TEMPORATE HASE WELL THE WELL AS HELD AS HE

hy, OB, & GAS JG Ct. Western, Greenway, Royal Datch. Total, UTHER FIELD. (R) Color Morr. Calife's, Bothburgh Fd. Mirgra, Invesco MNA, Do Spor 16-00, Jardine Stategio, Milaschen, Pro-dert Find, Smith New Court, CTHER MOLS (1) McKechnie, PACKO, PAPER & PRINTO (R) Berrides, Pacaldy, Parent & Priest of the Berrides, Crapper, Deliye, Kleanfold, Shelton, Sontia, PROP (8) Bours End. Cleytom, Cencora, Lon. Merchant, Wernford, STORBS (4) in Shopts, Oritema, Rosebys, Style, TEXTE (5) Aldris, Toray, TRANSPORT (4) Claricon, John Shern, LOPE, See Crits., MRSS (5) Neves, Do Spa Ce, Crys.

AMERICANS (2) Bowder Inc., Gen. Host., BANCS (1) Esprito Sens., BLISHESS SERVE (2) Henrold, Selveen, COMALOMORPATES (1) Herron. BLECTRICALS (1) Becchola, BLECTRICALS (1) Becchola, BLECTRICALS (1) Serve and (1) PCT, POOD MARKER (1) Sens., HEALTH & HESSIGLE (1) Joyce, POTES & LESS (2) Abscroen Stephhess., Burcourp, MEDIA (2) Affect Raids, Britals, BTT, & SITT, POPRING (1) Coher (A), OE. & GAS BE C. O. Louberry, Server, OTHERS

ICI dropped to 680p early in the session, before staging a late rally to close only a shade off at 691p. There were hints in The shares finished 7 lower the market that a round of substantial profits downgrades, possibly down to around the £200m to £230m level, compared with current estimates of around the £300m mark, could

be in the pipeline. the DIY market through its and profit-taking dogged property companies with the majority giving up recently gained ground. British Land lost 6 to close at 320p; Great Portland Estates fell back 9 to 183p in the aftermath of BZW's sell note. Palmerston Holdings saw its value slashed by more than half with the price tumbling from 15p to 6p after news that receivers had been appointed

at several of its subsidiaries. The market reserved judgment on Coats Viyella acquisition of Berghaus, the Dutch distributor of women's coats and jackets. The shares fell back 3 to 224p on the move, financed by a placing of 15.2m shares at 218p. One analyst said that more eyes will be on week which will reveal its

strategy for India and Brazil. Recommendations from Henderson Crosthwaite and SG

Warburg boosted Cadbury Schweppes and the shares gained 12 to 459p in trade of Scottish and Newcastle bene-

fited from a recommendation from Nomura and put on 7 to insurance brokers attracted

buying interest after a number of influential stockbroking analysts adopted a bullish

Willis Corroon, the sector leader, jumped 8 to 210p, with analysts said to have been upgrading their profits esti-mates for next year to the £100m mark. Sedgwick moved up 6 to 136p. Lloyd Thompson added 9 to a record 303p.

Shares in English China Clavs recovered from an early retreat which followed the surprise announcement of a

£113.4m cash call to help fund the £202.3m acquisition of Calgon, a speciality chemicals business in the US. Having fallen to 402p in early trading, the shares closed 9 ahead at 425p, as analysts pointed to the

benefits of the purchase. Rolls-Royce edged 1/2 forward to 152p, with the stock said to have benefitted from some switching from British Aerospace. The switching and general profit-taking following the strong run for most of the week left BAe 15 lighter at

MARKET REPORTERS: Steve Thompson,

Christine Buckley. E Other statistics, Page 13

Lendon (Pence)				Amongo ing	22%	_	21
Pises .				Process Proces	13	_	3
ICT Group	180	+	8	Briden	111	_	6
AM Group	160	+	17	Cohen (/0) A	306	_	25
Volnex	44 24%	+	5 2%	Denke Business	785	-	20
Addres Group	152	÷	11	Deuremend	22	_	4
factys	163	+	12	Berocamo	212	_	12
kyvacco (MMX	136	+	7	Of Portland	183	_	9
ORDERNA & LUCH	113	+	16	Palmersion	đ	_	9
Provident Flat	388 107	+	33	Penne	225	_	13
Heinet	236	Ī	22	Sotheby's A	838	_	67
		•	_	16/8/cos LD	m	_	7
Felic				Wimpey (3)	170	_	

RISES AND FALLS YESTERDAY

#### EQUITY FUTURES AND OPTIONS TRADING

BETTER than expected US producer price index figures enlivened an otherwise dull Pootsie futures market though further gains were checked by talk of a political scandal, writes Joel Kibazo.

A general lack of buying to reflect on the UK political scene characterised the morning session. Having opened at

THE UK SERIES

High/day

16.10

2,854, the June contract on the FTSE dipped to 2,852 and hovered around that level for the

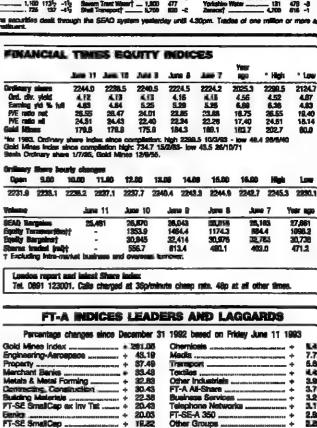
The release of the US figures over the lunch hour prised buyers from the sidelines sending the June contract to official close as talk of an

next few hours.

impending political scandal

Total turnover in the traded options remained low at 26.314. Activity in the FT-SE 100 option remained poor reaching 6,518 contracts and the Buro FT-SE 2,521 lots. ever the buying ran out of Shell was the most active steam as the market neared its stock option with a total of

502 1,507 3,146 2,231 7,705



		Goupon	Non	Prince	Compa	Yield	Week	Mont
ALISTRALIA		9.500	08/03	112,0013	+0.149	7.86	7.57	7.4
BELGIUM		9.000	03/03	111,6000	+0.200	7.27	7,30	7.4
CANADA "		7.250	06/03	98.5000	+0.400	7.47	7.61	7.6
DENMARK		8.000	05/03	105,2000	+0.300	7.25	7.49	7.5
FRANCE	BTAN OAT	8.000 8.500	05/96	106.2199 110.4000	+0.262	8.47 7.00	8.60 7.26	6.6 7.1
GERMANY		8.76	04/03	99.6850	-0.060	5.79	6.91	6.7
TALY		11,500	D3/D3	98.3500	+0.150	12.13†	12.28	12.5
JAPAN	No 119 No 145	4.800 5.500	08/08	102.1474 106.7248	+0.048	4,35 4,43	4,41 4,57	4.3 4.5
NETHERLA	NDS	7.000	02/03	102,5900	+0.170	6.62	5.74	8.5
SPAIN		10.300	06/02	\$7.4538	+0.061	10.75	10.95	11.7
UK GETS		7.250 8.000 9.000	03/96 05/03 19/08	100-25 100-13 106-20	+2/32 +8/32 +7/32	7.05 7.94 8.34	7.07 . 8.04 8.42	7.1( 8.0) 8.4
US TREASU	RY *	6.250 7.125	02/03	101-26 103-22	+11/32 +16/32	6.00 6.83	6.12 6.92	5.9: 6.0
SCU (Frend	n Govil)	8.000	04/03	10A3500	+0.160	7.36	7.56	7.6
London clos † Gross arm Prices: US,	umi ylekt fi	nctuding with	tholding	ng seeston tex et 12.6 ρ	er cent per	fields: Loca lebie by no lical DatasiA	n-realdent	2.)

11.67 11.61 11.49 11.00 9.05 9.02 8,42

i Retaling ...... ers & Distillers

#### FT-SE MID 250 FT-A ALL-SHARE FT-SE 100 1414.77 +0.13 2861.8 +1.8 PHE Bullo Begin shanga Jan 16 Jan 9 Jan 8 nde Jan. piett % yiets % 輔 20.47 21.83 20.77 32.75 30.59 8.08 6.82 8.02 4.31 4.76 BAR 1.05 2.67 3.67 3.67 3.67 3.92 48.39 41.59 1378.4 21/1/86 2003.7 2063.2 2857.3 8/3 2213.4 9/8 1457.1 8/3 2861.8 3202.9 1428.6 FT-5E 100 FT-SE-A 359 2076.3 13/1 1348.7 19/1 3213.4 96/88 22.91 111.55 22.72 WAI 1457.1 8/3/93 664.5 14/1/66 1834.91 10/6 1843.77 10/6 1377.86 4/1 1834.91 10/6/93 1363.79 31/12/92 1843.77 10/6/93 1363.79 31/12/92 1634.14 1642.46 -0.1 1643.77 1643.28 1641.34 -- 1414.64 1417.63 1407.88 1280.88 1380.06 4/1 1414.77 +0.2 1005.57 1000.61 1000.10 855.64, -0.3 1097.60 1103.83 1108.91 986.90 -1.0 973.88 975.50 973.40 888.75 -0.4 355.50 2957.73 2948.23 2553.90 4.46 4.05 1.25 4.03 5.76 29.79 35.51 80.00† 16.58 1008.00 11/6 869.88 13/1 1038.07 1077/07 50.71 13/12/74 1 CAPITAL GOODSCITE 18.38 13.43 882.69 12/1 716.61 28/1 1981.00 18/7/07 1981.90 18/7/07 44.27 11/13/74 71.48 2/12/74 2 Building Materials(27) 3 Contraction, Construct 4 Bectricals(15) 989.92 195 -19 973,89 975,91 2943,27 2553,59 +0.9 2768,52 2751,58 2702,43 1982,85 -0.7 427,91 423,81 1817,72 3982,35 +0.5 588,41 58,46 565,61 540,26 +0.5 588,41 58,46 565,61 540,26 +0.3 427,91 423,97 426,91 338,73 -0.1 410,98 411,37 2080,55 1768,46 -0.1 1834,59 1837,39 1826,85 1768,46 -1.3 1834,59 1837,39 1826,85 1768,46 -1.3 3043,42 3060,74 5048,10 2899,60 -0.1 1848,91 1828,51 1298,81 1298,81 121,29 -0.1 1976,50 1825,51 1397,89 1342,23 -0.1 1976,50 1825,51 1397,89 1342,23 -0.1 1148,02 1428,50 1477,13 1221,57 -0.1 1480,76 1488,50 1477,13 1221,57 -0.1 1480,76 1488,50 1477,13 1221,57 -0.1 1480,76 1488,50 1477,13 1221,57 -0.1 1480,76 1488,50 1477,13 1221,57 -0.1 1480,76 1488,50 1477,13 1221,57 -0.1 1480,76 1488,50 1477,13 1221,57 -0.1 1594,41 1533,15 1596,22 1225,03 -0.2 1751,85 1766,16 1743,30 1320,55 -0.2 1751,85 1766,16 1743,30 1320,55 -0.2 1751,85 1766,16 1743,30 1320,55 -0.2 1751,85 1766,16 1743,30 1320,55 -0.2 1751,85 1766,16 1743,30 1320,55 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,46 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,33 1740,95 1726,16 1424,47 -1742,474,475 1745,47 -1742,474,474,474 1745,474 -1742,474 1745,474 -1742,474 1745,474 -1742,474 1745,474 -1742,474 1745,474 25.79 65.13 20.43 2977.95 25/5 2793.70 11/8 2533.89 13/1 2304.14 18/1 3040.80 8/9/89 2793.70 11/6/93 84.71 25/6/62 1229.01 8/10/65 502.42 13/6/90 572.33 11/6/93 598.67 9/10/07 411.42 13/10/07 2133.68 14/93 1773.18 41/93 427.59 106 572.33 11/6 432.07 9/6 411.33 9/6 2135.68 1/4 1773.10 4/1 \$ 5.23 19.55 2.36 2.36 2.36 2.36 2.37 4.49 2.36 14.49 2.36 14.39 2.36 14.30 2.36 12.77 2.36 12.37 2.36 12.37 2.36 12.37 2.36 12.37 2.36 12.37 2.37 2.37 2.38 12.38 34.56 (3/) 203,47 24/11/82 424.57 319.37 S/I 139.57 23//A) 48.65 6/1/75 19.81 \$1/75 572.33 428.97 410.73 7 Engineering-General(31) 8 Marie 2 Marie Forming(11) 380.99 25/1 1948,15 1971 1620,88 21/5 27.66 197/60 2078.33 1635.23 21 CONSTRUCTOR TO THE TOTAL TOTAL TOTAL TOTAL TOTAL TOTAL TO THE TOTAL TO DIAL TAYSUTE 1268.53 21/5 2681.30 20/5 2001.43 4/1 1431.34 10/3 5427.84 28/1 2278.85 11/5/92 1471.34 1003/00 3427.34 2007.00 69.47 13/12/74 59.67 11/12/74 54.22 11/12/74 1873.70 1305.36 3003.97 4307.85 4/1 1365.28 9/3 1985.50 3/6 877,44 23/4 1188.98 22/4 819.38 1983 9854.94 14/1/92 1845.77 89/89 1985.95 3/5/93 877.44 23/4/93 1186.99 22/4/93 014.52 1/10/07 3271.97 134 1291.46 115 1813.01 25/1 175.36 28/5/80 54.88 9/1/75 1196.91 18/1/91 3433.10 1323.47 20 Media and Luberra/20, 30 Media(33) 31 Packaging and Papar(24) 34 Stores(39) 35 Teodies(20) 1975.02 850.69 1145.11 791.25 19/1 1994.01 11/2 749.75 10/1 12.63 GAV75 12.63 GAV75 12.65 11/12/74 785.11 1470.77 1545.50 &/3 1687.14 8/3 1422,05 19/1 1546,00 4/1 1420,38 13/1 1545.50 M/3/48 1607.14 6/3/62 1629.89 8/5/92 50.63 6/1/75 872.88 1/549 71.20 1/12/74 1577.05 1552.92 1412.52 1571.12 11/3 1538.59 8/3 2984.35 8/6 1804.98 13/4 1384.05 W4 2698.55 13/1 1528.06 3/2 1819.46 11/8/99 2964.35 9/5/93 1804.95 13/4/93 975.19 10/11/07 90.80 294/02 984.96 7/1/81 1755-26 1742.63 1807.78 8/3 3719.52 7/4 1609.91 21/1 2147.09 21/1 2204.31 19/5 1807,78 8/3/93 3719,52 7/4/93 2533,67 22/12/92 517.92 30/11/84 46 Telephone No 47 Water(13) 1820.20 1/5/90 80.38 9/7/75 2107.JA 2522.51 1/4 1490.80 11/3 2538.65 13/5 1577.14 11/3 48 Miscellaneous(31) 49 BEDUSTRIAL CROS 51 On & Sent III 1405.55 19/1 2107.57 19/1 1474.32 19/1 1480.80 11/3/83 90.01 13/13/74 1435,71 2536.65 13/5/93 1577.14 11/0/60 87.23 295/82 83.49 13/12/74 55.88 13/12/74 2512.40 1533.99 19.36 57.22 28.35 25.97 ‡ 23.82 20.91 28.46 47.49 15.60 14.34 5.54 18.71 4.71 18.51 22.44 1043.02 9/5 1438.09 11/6 886.79 13/1 1183.93 13/1 1043.62 9/6/98 1438.98 11/6/98 2067.44 13/4/83 52.86 13/12/14 44.86 21/175 63.86 16/12/14 81.21 7/1/15 1041.32 1438.99 1985.89 644.60 848.76 61 FRIANCIAL GROUP(RS) 62 Banks(S) 65 Insurance (USA) 2087.44 13/4 672.44 13/3 848.75 11/6 694.34 36/5 910.37 9/6 378.14 11/6 1504.66 10/4 1438.22 8/3 1724.90 13/1 617.22 19/7 768.11 29/12/88 1389.96 17/7/87 22.45 17.14 66 Insurance (Composita)( 67 Insurance Brokers(10) 68 Merchank Banks(8) 761.21 78 972.86 672.14 578.57 597.13 -1.7 899.37 816.37 906.86 967.03 +12 371.59 399.44 368.40 254.15 1504.89 1002.40 1495.98 1198.40 1414.84 1417.30 1407.86 1280.82 505.46 11/1 638.30 5/1 054.34 25/5/90 1395.87 5/9/89 1005.46 18/7/87 672.86 684.38 58.04 20/4/65 33.29 17/12/74 27.04 22.89 45.84 297.65 13/1 1504 69 10/5/83 1438.22 8/3/53 71.12 13/12/74 61.92 13/12/74 376.14 1414.77

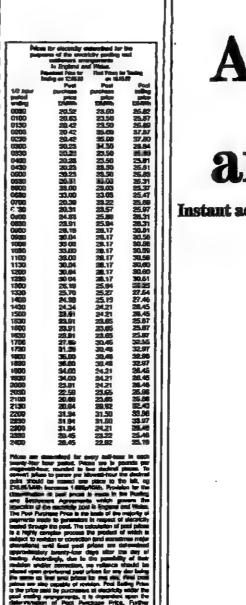
	Mene		10.00	11.00	12.00	13.00	14.90	15.00	306.107		- Appendix		
	Open	9.00	2857.0	2853.8	2853.2	2857.0	2859.8	2863.5	2861.0	2001.6	2864.8	284	
FT-SE 100	2850.0	2850.7		3199.8	3200.0	320017	3202.5	3203.9	3202.6	3202.9	3204.0	318	
T-SE MId 250	3201.1	3200.7	3201.5 1426.6	1425.2	1650	1406.5	147.8	1429.3	1428.3	1428.6	1429.8	142	3.4
T-SE-A 350	1423.9	1424,1									Prev close	char	пде
FT-SE Actua	ries 35	O Indusi	by Bask	ets					40007	1862.7	1888.5		5.B
			1874.2	1809.3	1866.5	1864.4	1861.6	1852.7	1862.7	1053.7	1932.5	+1	
Constron	1881.4	1874.2	1036.7	1034.1	1032.6	1033.1	1032.7	1036.2	1032.1		1314,4	-7.	
lealth & H	1029.5	1029.3	1306.9	1200.8	1298.6	1333.4	1304.7	1306.0	1307.1	1307.1			
Vater	1200.2	1361.4	1746.3	1745.5	1745.1	1746.3	1748,0	1748.9	1749.1	1749.1	1744.3	. 17	<u>۔</u>
lanka	1742.2	1745.8	1140%			_			4 4			ge date Ba	
		Dean date	Base value	Equity	section or (	group	-	Baso valut		ection or gr			_
ruity section or group				Partor	ering - Gener	<b>a</b>	29/12/39	486.00		erca .		31/12/70	12
F-SE SmallCap	31/12/92		Motor			29/12/89	1968.45		and school and		29/12/67	11	
T-SE SmallCap exint Trust		31/12/92			Conglomerates			1114.07		talling		29/12/67	77
T-SE MId 250		31/12/09		Tologh	one Networks		30/11/84	517.5		e Brokers		29/12/67	9
T-SE-A 350		31/12/85	682,94		nics		30/12/83	1646.65		·		10/4/82	10
T-SE 100		31/12/63	1000.00	Chica	industrial Mat	wiels	31/12/90	37.41		overment		31/12/75	10
usiness Services		31/12/90	999,65		/Household P	roducts	30/12/77	261.77		dex-linked		30/4/82	10
1		31/12/90	999.86				33/12//4	63.75		Liberra		31/12/77	10
lerica		31/12/90	1228.68	UUIG	M GOVEN		31/12/70	128.20	ſ				
Sector P/E ratios greater than schange and the FT-Actuaries or Faculty of Actuaries under times Limited 1983. All rights in VM Company.CONSTITUENT roudloot (41) 10/8/83, Proper		29/12/89	488.00	HOUSE			CE NAME OF	n and the ET	RF Actuari	es 350 indices	are compled	by the Lond	on S

13.00

12.00

14.00

1540





naurance (Life)

hatching deals in Hong Kong, FT Cityline International can link you with real time prices from the London Stock Exchange. One phone call is all it takes to put you in

 Over 3,500 share prices Over 7000 amit trass prices

 A wide range of financial reports A confidence | purticipal lacing

FT Cityline has proved invaluable to business people and investors in the UK for years. And pow it's available from anywhere in the world. Just fill in the coupon below or telephone



971 573 4047. You'll be aniazed how little it costs

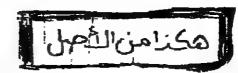


Position	
Organization	
Address	
Part Code	Tel No
142-442	FT TON

● FT Cityline Unit Trust Prices are available over the helephone. Call the FT Cityline Help Deek on (971) 873 4378 for more details.

#### FT MANAGED FUNDS SERVICE

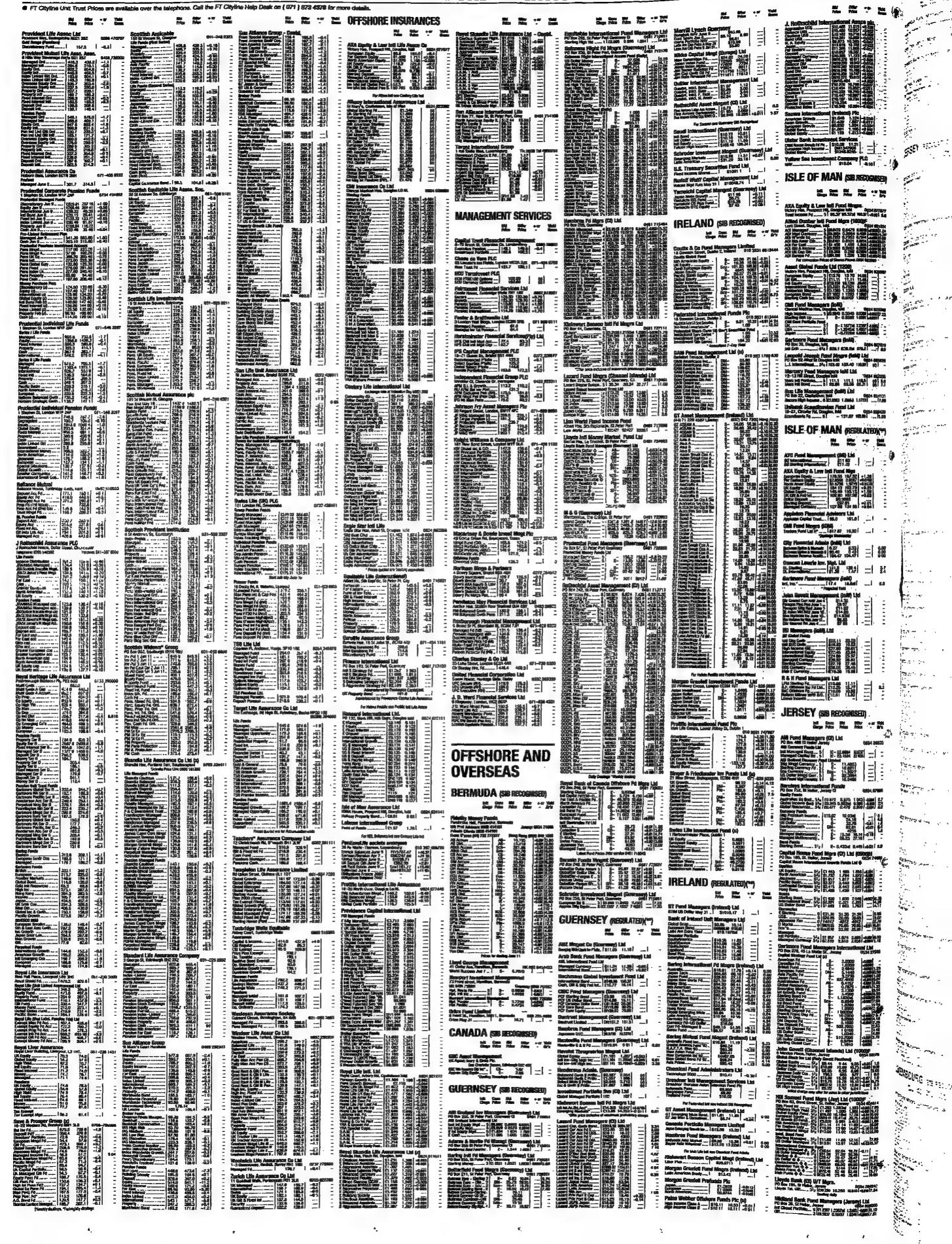
	tals over the telephone. Call the FT Cityling	Help Deck on ( 071 ) 873 4378 for more d			tell flows that differ our field diagnation fields fields - 874		Ber Charles Continued of Continue	
AUTHORISED UNIT TRUSTS	Provent Shipley UT Mayer (1800)F 1-17 Persented Fill Invention Into 1945 1941 1911 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	When Street, Landay 502A 25L 07  -677  670   100s	THE PART STREET, - Could.  THE PART THE PART OF THE PA	Marces(C) White ST Wingers List - Constil.	**************************************	### P Unit Trust Martagement Let (1200)* 25 Fourth 9, Martinette IV, 185 01-227 5322  187 UK Grant - \$1 05.41 07.00 7.1 448 2.7 187 187 187 187 187 187 187 187 187 18	Padisposition Fusion	
ASS Unit Treet Messagers Limited (14008)  ASS Unit Treet Messagers Limited (14008)  ASS Unit Treet Messagers Limited (14008)	March   Marc	100   150   150   177   15   150   1	1000 Plants 1000 By   155 01 155 01 175 01 175 01	Control   Cont		Sections On. 95 7140 727 8121 427 113 115 115 115 115 115 115 115 115 115		
All Grotend Euro	Travent sec 15-71 5 27.74 27.74 29.90 -0 10 2.97 3 20.90 10 2.97 3 20.90 10 2.97 3 20.90 10 2.97 3 20.90 10 2.97 3 20.90 10 2.97 3 20.90 10 2.97 3 20.90 10 2.97 10 2.	egie Star Unit Mages Lité (1988) pli Rend, Challeston St.57 740 82/07 500 144	Part Service Studies Funds	Service Company	1989 investment Managery Ld. (1959) 40 Card St, lephington, E. Linkes 1984, care perf 1987 July Investment - 0, 1778/4774/Mar 17827 (+4.4 Tar Ministon Strat Trust Managery Ltd (1400) 40 bulls gifted i Sulpas Critic Ery 1971-1922 (442 184090 Green	The property of the property o	Digital   St.   Fr.   Fr.   St.	
UK Growth late		agin Siter Unit Manages List (1900)  in Feast, Chairmann SL37 70  in Feast, Chairmann SL37 70  in Spanned bet 4 1 124.6 125.bit S13.6 12.23 12.35  in Spanned bet 5 1 124.6 125.bit S13.6 12.23 12.35  in Spanned bet 6 1 124.6 125.bit S13.6 12.23 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.4 -0.30 12.35  in Spanned bet 7 122.7 202.22 12.35  in Spanned bet 7 122.5 202.7	True   62	Harrison 아니 환경 역의 중설계를 내	11   12   12   13   13   13   13   13	The control	Regal Life Fel Megad Lid (1000)  Fo has 34, February PC OLE Prices CFE SESSE  O has 34, February PC OLE Prices CFE SESSE  O classify CFE SESSE  O Life Fel Megad Celebra (100)  O Life Fel Meg	
Higher too too	Commo (Growth		Emerging Com. 6 27 E.30 222.17 223.1 2.72 2.130 (cm. cm. cm. cm. cm. cm. cm. cm. cm. cm.	Design Field Germann Rott		Country Stand Living Street, P. 1975		
har counts feet   65.05   60.05		Proportion Tomon, Cylindry)	100 Personal		Stanton B. Common Holf Trend   M. MSMRE	Fig. East Acc. 50, 61,000 to 40,000 to 20,000 to 20,000 format like. 50, 61,000 to 40,000 to 50,000 to 50,	iki iniza funida q 5 5 1 1 1 2 1 1 1 2 1 1 1 2 1 1 1 2 1	18 S.
80 Horizonteste Ma, hampenetonia Gina à Friend Ind. 6 (20.3 12.3 m) Till. 6 (21.5 12.3 m) May har Friend Ind. 7 (21.5 12.3 m) Till. 6 (20.3 12.3 m) May har Friend Ind. 6 (21.6 22.5 m) Till. 6 (21.6 m) Marchaella Grand Ind. 6 (27.6 27.6 27.6 27.6 m) Till. 7 (30.6 m) Anter Friend Ind. 7 (21.6 27.6 27.6 m) Till. 7 (30.6 m) Anter Friend Ind. 7 (21.6 27.6 m) Till. 7 (30.6 m) Anter Friend Ind. 7 (21.6 m) Till. 7 (30.6 m) Anter Friend Ind. 7 (30.6 m) Till. 7 (30.6 m) Anter St. 7 (30.6 m) Till. 7 (30.6 m)	MI JOHN THE RESIDENCE OF THE PROPERTY OF THE P	22.00   22.00   23.0		Com	After House gap in Francis in House and Life (1920) of 197 Michael Square, Bulley, B. J. T. A. 1984 Species Square, 1985 Species Control of 1985 Speci	Semiler (277 (2012))	Common Common   Common Common   Common Common   Common C	P
Capital Region No	A General September 1 1242 1 1245 1 1245 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Symple Com	Her Parker 54, 19.20 100.5 18.20 4.4 2.50 100.70 10	Tar Ca	Control   Cont	Heartes Form! Marge, List (1985)  2. Lando Bridge, St. Pale  2. Lando Bridge, St. Pale  Reple 600 80000  Number lando 6000  Number lando 6000  Number lando 6000  Number lando 6000  1000 100000  Number lando 6000  1000 100000  100000 100000  100000 100000  100000 100000  100000 100000  100000 100000  100000 100000  100000 100000  100000 100000  100000 100000  100000 100000  100000000	150 St Vaccourt St. Company 62 550. 041-307 (2016)	
Company   Comp	(2) S. (***) ***	Code 1 1000 1000 1004 -0 1 100	* On a subb, with will be recent of the path * On a subb, with will be recent of the path where black Tast Stronger List (BROSS)F with St. (Landon Syrry And 10 Profession	54 461 461 471 78100	Sharping Market. 6 PLSS 67.37 PAR - Market (27)  Sharping Pennel Management Line (1000000)  33 Key Witches 25, 5000 files (1000000)  34 Key Witches 25, 5000 files (1000000)  35 Key Witches 25, 5000 files (1000000)  36 Key Witches 25, 5000 files (1000000)  37 Key Witches 25, 5000 files (1000000)  38 Key Witches 25, 5000 files (1000000)  38 Key Witches 25, 5000 files (1000000)  39 Key Witches 25, 5000 files (1000000)  39 Key Witches 25, 5000 files (1000000)  30 Key Witches 25, 5000 fil	Have Sent	For Earth 100	5
WK Straft Coo 0112060 12060 14653   -	Consider	starance Fund Management Ltd (8005)*	al Asad Management (1299)? Santo Management Life	Section   Sect	30 Log Vectors to 010.7   10.7   10.7   10.0   10.8	Bin-day Chards	Har Heart Nature Inc. 9 1723 1253 1273 1273 1273 1273 1273 1273 1273 127	
Affection (URL Firest microspers 1 (2004) 10 (Juness Torana, Alpertean Alla 103  American Professo 9 2247 2127 313 103  American Professo 9 2247 2127 313 103 103 103 103 103 103 103 103 103	Correct Inc. 1 True Tay	Marcano Paul   Management   Marcano Paul   Marcano Paul   Management   Marcano Paul   Marcano	6 STORMS No. 5 116.14 116.00 125.31 - 4.00	Entant Williams Perticile Mages (1990)M	\$1.000   14.000   \$1.000   \$2.000   \$1.000   \$	Pain European 9 110.05 (100.000 to 100.000 t	Service In the Service Service In	
2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1712 1712 1812 200 000 1810 1810 1810 1810 1810	miler Cos	UN Chief Inc 5 (ACL) T 1-2,17 SLAS)		ATTES (2-20	Paul Coulce, Lyach Wil, Palarharrigh Pite SPY	America & Garda — S12 70 E7 70 E7 70 E7 10 1-1.08 1-76	Marie Carlos
Property Strate	## 1700 m.   170 m. 170			10   10   10   10   10   10   10   10	102.3   102.	Desires (10th 15007)	Committee 5 125 125 125 125 125 125 125 125 125 1	
For Agent on City Projects (Int Treat Hightigen Agents Frank Manageris Link (1400))*	positive fronts markers & Ger	CAT INVESTMENT STORM LIA (1888)  Wall Street, Suprise SW 206 Sept 384 - 74 Sept 184 Sep	1   1   1   1   1   1   1   1   1   1	& G Back The Magnet   144 (1995)   	Color   Colo	Schengeren — 6 St. St. Mar. 7 (2011 - 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Dailes Fertilis 5-7 155.5 116.2 to 10.1 - 0.2 2.34 (2015 - 0.1 2.34 (2015	
For Eastern	2010 1999	B. Cy Greenware - Sur Inc. Let - Company - Com	テーキ・サリス 15mm は 15mm 15mm 15mm 15mm 15mm 15mm 15	MANUFACE KNOW MANUFACTURE	10   10   10   10   10   10   10   10	Perceioni Linit Tat Mount (1986)		200 200 200 200 200 200 200 200 200 200
AEGINA URIN THURSE LIM (1400)  25 Pouncies St. Membrader Mr. 207		######################################	S Burr 4 — 49 (EUS) 8 (1319 8 (379 4 EUS) 1319 burr 8 (4 + 4 + 4 + 5 (1239 1 EUS) 8 (2375 4 EUS) 1319 burr 8 (4 + 4 + 5 (1239 1 EUS) 8 (2375 4 EUS) 1319 burr 8 (4 + 4 + 5 (1238 4 EUS) 8 (2375 4 EUS) 4 (4 + 4 + 5 (1238 4 EUS) 8 (2375 4 EUS) 4 (237	100 HE CO 100 100 100 100 100 100 100 100 100 10	## (Approximate Law Service Control of the Control	The Recovery 64 2873 20160 2016 - 0.27 American Convolution 14 1973 19862 2016 586 586 586 586 586 586 586 586 586 58	Transfer	5). 10
Aliena Harrist, 3—12 Panjerrilla Palasi, Lippini, N7 1913	prome Capal Unit Tot Minut List (1490)F Devention Square, Landon, ECOM 448 1445-5550 Confer ST1-865-568	North	ment from - 100 fromwater in lotte - 100 fromwater in lotte - 110 from 15.000 inches - 100	seard that Tot Mages Ltd (1200)	Return 5 247 247 246 346 36 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	64 for Sever, Horiery on Trimons  6404 477 Sever, Horiery on Trimons  1640 477 Sever  1640 54 Se	The color of the	dent   The   Section   The Indian
Committee   Comm	pan motor	per Commercials   15-1   23.35   23.36   24.21   4.35   13.30   23.30	The state of the s		ON SAME AND	Philips & Drow Shit Humagers List 1400F 14 Redby System, Linguis BC2A 119 071-058 pt.70	Solvedor Unit Transp Ltd (1400)F 30 Outer Lain, Lordon HJSV 640 Caystin 000 (1615)	9
	The Probability of the Control of th	10   10   10   10   10   10   10   10		Agai & Gaterni (I.T., Myra) Lis (1200): Liste & Renaga Pais, Maria, Manazat Basis Lanta (27) 22/20) Santa Carlo	The Street	Playing Unit Transit Report Ltd (1820) Service Color Playing Unit Transit Report Ltd (1820) Service Color Playing Color	American 4	100 mg
Allohurchee Livy Miguzt Serve Ltd (1200)F CR TOT Maria Read Brestweed CM14 4CR 6442 325498 CR	pital House Unit Tot Mars (1200): Se pia Hage, futing Spare, Edinburgh	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	The last of the part of the pa	N Tichton Abenium 6 51 24 51 240 51 415 1 420 14.13 second 6 10 175 10.15 10.15 10.15 14.17 14.1	100::: Units 4 141.6 141	1	Communication   Communicatio	77.7
Alliciturches Lev Miguet Serve Ltd (1200)F  TO Regr's Read Brechmand Cattle GTR  GASE XERSES  Cattle Regress  Arrest Accum — 5 7446 719 7190 - 400 (1.59 60)  Arrest Accum — 5 7446 719 7190 - 400 (1.59 60)  Arrest Accum — 5 7446 719 7190 9197 - 4117 119 719  Income Batter for 5 12 60 64 91 7190 9197 - 4117 119 119  Allicat Dumber Unit Tets PLC (1800)F  Allicat Dumber Unit Tets PLC (1800)F  Allicat Dumber Unit Tets PLC (1800)F	Columb   C	spec incline	den Repub St that Mars List (1990) See Vanderse St. Can (1992) Williams St. Can (1992) Williams St. Can (1992)		100 Min 107 - 10		Marine Units Pr. 1917.5 918.01 127.05 -7.05 (4.00)	2.5
Re Ong Latte and the   Court By 1246 67899   Lip	zer Geright 1	orient		77 to 76 152 SH 20 4-3 505 Smaler 000 8 102-80 104-80 111 80 -312 1.78		Prenchem Life Unit Tax Aleger Lini (1400)* 37 Autopropert Rd, Nayamah Hallin 4044 engrat School Austra 40 10 10 10 10 10 10 10 10 10 10 10 10 10		
	min Con	3 (200 1 20 1 20 1 20 1 20 1 20 1 20 1 20	Description of the Park Marco Ltd (2000)  One Committee Strate St	Spycin ESt Work Test Migro Lini (1900)P O fine In. Crustom. Ainst USA 478 Depter SES 59533 offerced		Profitte Unit Tet Mages Ltd (1906)F Veiterati inn. 25 Veiterije, 6540 BJD	Section   Column	
	musty Guedens Hall Trust Mayers (Marche) pri Avendans 14 9 1	201 - 10   1572   1514   1512   1514   1515	OND FORM A. F. T. SET TO T. S. F. C. T. C.	Section 2011 37.5 20.5 20.5 20.5 20.5 20.5 20.5 20.5 20	1	Department (T) - 00 200   Department (T) -	Hand Helphon PA PASS TAN AND T	
Specifica Trotal  Chem A God	ropean Porticing 5 73-67 73-67 73-67 73-77 76-17 -43-81 73-8	de, PO Bass 2001, Streetween, Labor (2471) 1109	IN THE CO. IS IN CO. IS THE CO. IS A SECOND CO. IN CO. IS A SECOND CO. IN CO. IS A SECOND CO.	9 HODE 1700 -470 3	17 A	Town A CE   1014 102100 1025 0 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	1	
Artemiph Management (1460)F	orbary Unit Treats Ltd (1400)F	Perilgs   State	Section 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Martin Trans 6 96 87 61 81 54 81 412 1.40 1 142 1.40 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1 142 1.40 1.40 1 142 1.40 1 1	Street Microst Street S	Transfer	Owner Sind ( )   153.0   163.0   173.0	0 . (=xx = =
Court		Senter Cris	TOTAL STATE OF THE PARTY OF THE	Com & Rest	Burgan Grandel Immed Pris List (1000)R	Pr Cent	Posser Until 4 81 36.74 36.34 41.341-0.3410.06	######################################
Columbia	by Pinnancial Unit Treat Mirgers List (1988)  Final Hart York, Landon Briags, St. 671-467 6888 Sections & Plans  Sections Address - SC Benkman & Plans	Antick and Line 1973 1973 1973 1973 1973 1973 1973 1973	1948 1136 1149 -64 3.47 1948 1200 122 -04 14 742 742 740 -48	Parties   12   12   12   12   13   13   13   13	STEELEN GRANT ST. 275.2 75.2 28 1 1 49.000 10 Carry VII. 170.0 170.00 180.0 181.6 170.0 00 10 Carry VII. 180.2 185.2 185.6 170.0 A.28 180.0 180.6 180.0 A.28 180.0	Prosperity Unit Trust Mount Ltd (1200F    Institute Fee by Nathann Birl 122	Southlak Amicable IF Tot Nigre Ltd (1770)H 110 St Wessel St, George E Sail 110 St Wessel St Wessel St Wessel St Wessel St Wessel 110 St Wessel St Wessel St Wessel St Wessel St Wessel St Wessel 110 St Wessel St We	C Francisco
Resiline Clafford & Cor Lat (1-40004)	The Party Agent 19 19 19 19 19 19 19 19 19 19 19 19 19	Manufact Cope . 5- 01.51 01.51 01.51 01.51 1.50 1.50 1.50	erson (bull Text Magast List (1200)F   L 1767 Surveyed Brain CMT4 dir	Carrier Statement Tot Name (1989)	des Trade 64 161.8 161.84 171.9 139 0.84 185.6 171.9 139 0.84 185.6 171.84 181.1 0.00 1.80 180 180 181.7 0.00 1.80		Simulation bearing, 29   68.15   61.15   61.71   62.72   63.75	
	referent Athler A. Cheller Rescale Model	Contraction Curt Money Lin (1200)  (Principles), Lander 6/201 377  (\$7   -474 416)  (\$2   -477 477 477 477 477 488 488)	<b>建一刻就规划数据</b>	913 927 446 411 14 918 917 918 44		Apper Ser	UK General No	4
26 Casson St. Lambon, SCAR 168 9012 2022 -0.7 1-29 parts per 8-0'-ama	y Fin Pillo Inc	arm intel	1000 THE PRINT THE THE TAX A SEC. A SEC.	Outhorn Section Let   Design 10-6 39310	17.77   17.7	## American Inc. 25: \$5.27   99.27   92.24   1.00 d. 12   Windowlin American   Fr.   172.27   99.27   92.24   1.00 d. 12   Windowlin American   Fr.   172.27   91.20   92.24   0.00 c.	Mill Nearwy	(A) (M) (A)
Burchys Undoorn Ltd (1000)4 1: Brookery, Studied \$15 46J MF -824 5044 Min Reheard trads	4	10   10   10   10   10   10   10   10	THE RESERVE OF THE PROPERTY OF	1525 103 H12 -33 111 500 Obj 103 H12 -33 111 500 Obj 103 1	drafer & Photologic Plantal, Malitain, Malitaineant, Bastier	Franch Bord Inc 57	High Bac Act	Party of the second
Burgham Board Ing 31 97.70 97.70 191.2 -0.1 7.20 (C. ph. ph. ph. ph. ph. ph. ph. ph. ph. ph	gern Geroudt	1		SHE 1274 163 -02 122 0	ME Undt Treat Mages (1200)  to Wiles Caste, Maril Indiana, Federaldo  make: 6765-372222 Onding 6768-397730	100 free 15 0.00 0.00 0.00 0.70 0.70 0.70 0.70 0.7	Scottist Life investments (1200) 79 U. Antere St. Birthough (1200) 79 U. Antere St. Birthough (1200) 70 U. Antere St. Birthough (1200) 70 U. Antere St. Birthough (1200) 70 U. Anteres (Chinaras) 70	A Property of the Control of the Con
Property			· 첫 교선 교선 전략 수가 등을 다	200 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		A Francis In 182-14 18.14 18.03 -0.11 12.25 a Francis In 187-14 18.74 18.44 0.20 18.05 index Ball Trans.	Scribeb Matual lav Magra LM (1000) 103 St Vacot R. Gaspor CT 104: 041-040 1110 105 St Vacot R. Gaspor CT 104: 041-040 1110 105 St Vacot R. Gaspor CT 105 Oct 1	Age of the second secon
100000	(control Markett Unit Tal Migra Ltd (1200)F (Act of the Unit Carl Migra Ltd (1200)F (A			00 of the 7 in	The contract   The	Early Grant Courte, 7-1 St. 20 C.27 C.17 - 41 10 Jan 10 C.17 C.17 C.17 C.17 C.17 C.17 C.17 C.17	270.2 200.2	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Tree Cos Are	Dr. Rept Person 3 55.54 55.54 61.45 69 1.85 Pri	ands Provisions Unit Transis (1880)F	County 10 10 10 10 10 10 10 10 10 10 10 10 10		THE PARTY OF THE P	The inclination of the State of	(10 Access   15 - 25 - 25 - 25 - 25 - 25 - 25 - 25 -	MERIU
Aust let	The same control to seeing the following	Selly Oct.   No. 41 (No. 42 (N	Com. 34 767 7579 85 47 8 18 70 10 10 10 10 10 10 10 10 10 10 10 10 10	900 6 Bm		Truncate have be 100 and 100 a	To Action. 84 223.1 224.3 236.7 -2.10 0.40	A CONTRACTOR OF THE PARTY OF TH
Tori Tests for	2010 Urba	Control	20	DOWN   LAND   1773	REPURS TO THE STATE OF THE STAT	Desirate 1998 12.2 44 145 0.00	Scottlets Provident law light Ltd (1000)F	
American Scientis 5 BLEF 70.07 (4.80 - 0.85 d. ) Find Scientis 5 BLEF 70.07 (4.80 - 0.85 d. ) Find Scientis 5 BLEF 70.07 (4.80 - 0.85 d. ) Find Scientis 5 BLEF 70.07 (4.80 - 0.85 d. ) Find Scientis 7 B	Charles	17-21   17-22   17-2	Creen	Guide to pricing of Aut	porised Unit Trusts	Part	Capt Develo Name 5 2 200 20 20 20 20 20 20 20 20 20 20 20	
Control   Cont	FO-Marcel Glas	DA	0 05,77 05,77 07,77 02,72 020 220 150,0 15	Compiled with the assistance of Last March CHARGE cases min or min of all and the control and	INSTOREC PRICING: The later H density	Transpire   Color   Transpire   Color   Transpire   Color   Transpire   Tran	Fig. 1 (1) (1) (1) (1) (1) (1) (1) (1) (1) (	
Sator: Missogers 4 P &   103.01   153.01   17.401-0.201   2.5   Dan Marilly Parid Regions Combit Count 4 P   2   54.00   54.00   36.00   44.77   0.0   Con		The column   The	12   12   12   12   12   12   12   12	NOTIFAL CRANGE: Charge sends on sub-of- cults, Used to derive servicing and autobilization costs, including conventions gain to insuredistries. This change is included in the price of subs. CHEER PRICE: Auto called below price. The price of volume and sought by breathers.	that the management will approve found on the price and on the second recent whether. The price and on the second recent whether, The price and the little second recent design profession may may be the current design profession and may be the current design profession or a management profession creaming the creaming profession creaming the creaming the creaming the creaming the current profession creaming the comment of the current profession creaming the current profession	Manual Report General 78.00 105.20m 105.00 +0.01 6.20 1 78.07 78.08 84.4 -0.40 1.28 1 78.47 78.400 81.74 -0.40 1.28	### Arms Inc.	
55-34 Old Shiest, London ECTV 6FL. 07-355 32889 given the Purisite Aco. 6 73.97 74.89 7486 0.27 - 6 70 and Guilly Prytilish Intl 6 71.29 71.13 75.86 0.27 - 160 Appeted Opportunity Act 6 51.22 71.13 75.86 0.23 - 160 Appeted Opportunity Act 6 51.24 77.8 15.97 1-254 - 264 Appeted Opportunity Act 6 42.2 77.8 15.97 1-254 - 64 Appeted Opportunity Act 6 4		17.00   17.0	101.0 101.	The price of which units one cold forth by investmen.  CANCELLATION PRICE: the units one	picts on recipital, and may more in forward picting at any time.  PORTMARD PROCESSE: The failure Februshes that the process deal at the price to be set on	odenski Nijek income, 6   81,776 01,776 01,776 07,45	## Spec Stee Acc.   1 (A. 176.) 19779 - 22 (197	
Breuvin Dolphia Unit Tet Meyes Lei (1995) 6 Croper C. Conton Ecci. A DEC	Transport 2 05.00 26.77 05.30 03.31 15 26.00 26.		10 10 10 10 10 10 10 10 10 10 10 10 10 1	that other send little prisons to determinated by a learningh lattle down by the government, in successor, send with front respects quartle is muscle convenier species. As a resulf, the lattle prison is when not above the conceptions prison. Province, the lattle price shight to active of the forest prison.	subsy carried out. The points appearing in the consequence on the senset recent provided by the missagers.  BEPORTS: The count recent many on the points of	whereigh figure State at 1 th 22 th	Heary (Albert E.) & Co (1000): Smith 5 Phyloty All Heller, Brandwell Brown	
Section Con 6 62 1 44 12ml 65 57 -022 1.36 Cp-	-og Penglon Fds UT Mars Ltd (7600)F	teners Fund Managers (1280)  Annual 19-19 Managers (1280)  Annual	Front   Fron	channels are the state of a large orders of sales of sales out bejon.  THEE The time stemm strongists the field	chests perfectors can be ablained fine of the continue from fund managers.	Minor (Mr. 1714 - 222 American (Mr. 1714 American (Mr	SS jed Some a Come 5 105-80 105-80 112-9 -0-20 0.83 ES PODE Research 5 125-20 112-20 112-9 -0-20 0.83 ES PODE Research 5 125-21 125-20 112-9 -0-20 0.83 ES Sendier Chee 5 125-21 126-21 112-9 -0-20 1.87 ES Sendier Chee 5 125-21 126-20 112-9 -0-20 112-9 12-9 12-9 12-9 12-9 12-9 12-9 12-	600 m
Do Macouris 6 55.25 55.51 32.27 6.78 0.00	Ty Acc Into 20 — 01 174(2) 174(3) 175(5) — Dalle Com For Communication Livering Composition of the Communication o			by the symbol alongsite the individual unit trust mans. The probable are an individual (VP) - 6009 to 1100 hours, (§) - 1009 to 1400 hours, (§) - 1009 to 1400 hours, (§) - 1009 to withhint. Daily deathing prizes are not on the hearts of the control of the contr	4 Salandara vancer Salancer Salancer	Southern Limb Metappenent (1000)F Southern Limb Limbs (CS) Declarator - 200 page Accord Code - 4 (44.5) 494.5 444.5 - 447.5 pg	Mind Inc. 5 69.05 (8.05 69.12 -0.11 3.00 (13.44 13.44	
Hamingrad Projeto inc. — 6 — 84.62 — 84.72 — 37.13 — 4.16 [ 7.29 — 64.47 ] 6.70 — 6.70	Recruitment Tot Managard List 400009F  Shringhapita, Lanton B. 236 205			dept below prices because audition.	OF STANKE	100 - 100 -	Region E. Frichmands ut Thomas Led (1000F)  Olive Z. P. Harman Led (1000F)  Frichman Test	
•		ì	1			•		
- <sub>-</sub> .								gina gen

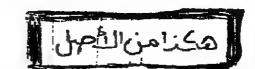


27 10 10

# TAMANAGED FUNDS SERVICE TO ANALYSIS SERVICE TO AN FT MANAGED FUNDS SERVICE ● FT Cityline Unit Trust Prices are available over the talephone. Call the FT Cityline Help Desk on ( 071 ) 873 4378 for more details.

FT MANAGED FUNDS SERVICE

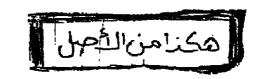




٠..

FINANCIAL TIMES WEEKEND JUNE 12/JUNE 13 1993	. 1
FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (071) 673 4376 for more details.	
Producinities Fund Mennagors (Jersen) i.e. the Print P	ERVICE
Production Country of Generally Section 1975 70000 Section 1975 700000 Section 1975 70000	Siller of Total See Office
Section (Section Control Contr	The China Found Insurance May 31 May 25 May
### Clar & General 1   117.84   177.94   177.95	1 - Old 1 - This (Shirts Immed 9 to 1977) Principal Color 1977
Comparison   Com	Community investments Let (flore Kong)  Some A Manuel  Community to Comm.   \$19.00   20.02    Community functions   \$19.00   20.02    Community functions   \$19.00   20.02    Community functions   \$2.00    Community functions   \$2.00
The Desire of Time Price of Ti	Charles and a second se
Third Rep   1986   19	Advantage (no. Jun 9 — 1900 -
CA BIN INCOME THE PROPERTY OF	Consequent In Section   Consequent   Consequ
Company Section   Company Se	Copyris Forces   Section
THE PROPERTY AND THE PR	Continue
Country R.A.	Parent and Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Light Processing St. 1 (40.0) Source Futures Plant Capital Management (H.K.) Source Futur
10.06   1.06	Deliver John See 101 51000 50
	Deutscher Investingerit - Trust   Frankliche International   Frankliche I
Finning Group  Finnin	Enterging Markete Management  But day 20 Service Service Management  Service Service Service Management  Service Service Management  Service Service Management  Service M
Principle & Colorated Marger (Lensery) Let   1.00	Brailings Separation of Control of Man 1
Surgery Rends   Milliant   Millia	Single State of State
According to the property of t	Process Control of the Control of th
Armong Franci Lin  Armong Franci Lin  Armong Research Fran	Service Control of the Control of th
The contract of the contract	PM / Swine Financial Services Union State 100 100 100 100 100 100 100 100 100 10
A finish and other street where planted and the street where planted and t	Management Company Front Lies Comman Age 9
Appelle of American Street Control of Contro	American According to the second seco
Control Weeky on Treading  Miningsmeet International Library Last  Miningsmeet International Library Last  Miningsmeet International Library Last  Miningsmeet International Library Last  Miningsmeet International Library L	NAV Jame 6
Process and the state of the st	President Trust Investment-Books  Altern Design Faller Util  Altern Design
Other Part Street Control of Cont	Off Management Pic Units Seek Paul Line Completion Seibreits & Histories Lie
The Portraged Found   Loriford   U.S. Color Board   174.1   -180.1   180.2	The property of the property o
Bioring Feet lett (c) 107 00 100 at 107 00 1	Of Record Control Strick Stric
Schoolser Worksholder Householder   1.00   1	See See France   See See See See See See See See See
Automation   Aut	Thorston Investment Management Led  Section 1997 1997 1997 1997 1997 1997 1997 199
Common Supplement   Comm	According to the control of the cont
Workstate Companied (14)   12-10   1-10	Corps. Management States   Morgan States   Mor
Still Cooker Fund	tes Fr
Tyridal international (January) Let   100.00   100.50   4.01   100.00   100.50   100	
Minimary Asset Management Jersey Lad   First Number   Lad   First Numb	Sport Line 1947 78 Story 184 194 194 194 194 194 194 194 194 194 19
Second Engine For   1970   1975   1	190 - 15 Print String (77) Walls-Trac Investment Management Lad
1   1   25   25	SF145121 A.A. Oday Asset Management Limited Wigitant Fund Company Limited Wigitant Fund Company Limited
Compared	ST   16.20
Section   Sect	Singles Control (1997)   Street Control (1997)   Stree
Section   Sect	STU-6 Critic Learnaged Bay 12 77 2 77 40.16 Critic Learnaged Bay 12 77 40.16 Critic Learnaged Bay 12 77 40.16 Critic Learnaged Bay 10 that Printed Learn 1
1,000   1,00	Find. St. 1 - DHEIRT Growth Fd Tool are Find - 1 512.0   512.04   1   1   1   1   1   1   1   1   1
Johnson Equity 1.00   Anii Super Gerb Fd.   1177200   117720	13
Comparison   Com	TO STORY OF TRUE -1.34 2.09 Findings frame - 512.64 - Findings frame -
Section   Sect	# Sp.   Spiral   4.23   5.25   755 Shakinganger   50 pt   mobile in charles   50 pt   mobile   50 pt   50 pt   mobile   50 pt   5

WORLD STO	CK MARKETS	DOV
Grand State of the control of the co	Conting	COIII
NAME   VOICE   100   1	Section   1985	



# Dow subsides after inflation data gains

Wall Street

After posting big early gains on promising inflation news, US share prices fell back amid growing concern about the outlook for the economy, writes Patrick Harverson in New

At 1 pm, the Dow Jones Industrial Average was up 8.30 at 3,500.02. The more broadly based Standard & Poor's 500 was 1.02 higher at 446.40, while the Amex composite was down 0.83 at 434.97, and the Nasdag composite up 2.76 at 690.79. Trading volume on the NYSE was 153m shares by 1 pm. The release of the May pro-

relief to those in the markets worrled that rising inflation would force the Federal Reserve to raise interest rates. The PPI came in flat last month, and the "core" measure (excluding the volatile food and energy components) was up by only 0.2 per cent.

The figures will relieve the pressure on the Fed to tighten monetary policy as a precaution, and lifted both stock and bond prices. The Dow gained 25 points in the opening 30 minutes, while the benchmark 30-year government bond rose three quarters of a point, low-ering the yield to 6.81 per cent. The gains, however, were not ducer prices index brought sustained. The bad news about

yesterday's data was that the low inflation figures confirmed that the economy is currently too weak to support the price ses which were seen at the start of the year. The release yesterday of a disappointing May retail sales report - sales rose by only 0.1 per cent last month - was further evidence that domestic

demand remains subdued. Consequently, share prices eased off their early highs by mid-morning, as did bond prices, although less noticeably. Both stock and bond markets were aware that it might be premature to celebrate lower inflation until the May consumer prices figures are released. They are due out early next week.

Bank stocks were helped by the reduced threat of a rise in terest rates.

Citicorp firmed \$% to \$27%, Banc One rose \$1/4 to \$411/4, Chemical put on \$% at \$37% BankAmerica added \$% at \$42% and Wells Fargo climbed \$2 to \$101. Minnesota Mining & Manu-

on Thursday following a profits warning from the compa-ny's management, rebounded, gaining \$2% at \$107%. Affiliated Publications, which owns the Boston Globe, rose \$1/2 to \$13% in volume of

1.3m shares after the New

York Times confirmed that it

plans to buy Affiliated for

facturing, which fell sharply

Occidental Petroleum fell \$1% to \$20% in busy trading after the securities house Merrill Lynch downgraded its short-term rating.

Canada

TORONTO was unable to respond to Wall Street's improvement, the TSE 300 nposite index registering a fall of 4.83 to 3,870.61 at noon as volume fell from 44.7m to 29.8m shares.

Golds returned to the upgrade, losing some of their strength in midsession, and the main sector fall came in metals and minerals, down 35.35 at

ISTANBUL advanced to

another record high supported

by political optimism and good half year company results. The

index rose 148.35 to 8,835.51 for

THE FT-SE EUROTRACK

INDICES COMMITTEE has

agreed to make the following

changes to the FT-SE Euro-

track 100 Index Constituent

Additions: Tractebel (Bel-

gium); GBL (Belgium); Argen-taria (Spain); Volkswagen Reg.

Deletions: Investor B (Swe-

den); Union Electrica Fenosa

(Spain); Investor A (Sweden);

The indicative reserve list

now comprises: SMH Reg.

(Switzerland); Olivetti (Italy); Thomson-CSF (France); Philips

Electronics (Netherlands); Viag

All the above changes will take

effect from June 21 1998.

Nokia Ord. (Finland).

(Germany).

(Germany).

a week's gain of 5.5 per cent.

that level in 1991 wait to unload their holdings.

cent to a fall of 10 per cent.

spective p/e of 78 times, however, many investors have started to feel uncomfortable over current valuations. They are not willing to increase holdings further until there is a fall in share prices or firm evidence of an improvement in the economy. Japanese institutional investors, who have been inactive during the recent rally, may not come in until they confirm the market's

he summer months, hisof statistics is casting doubts torically, have been unkind to the Tokyo on previous optimism over an imminent bottoming out of the economy.

Emiko Terazono reviews market activity in Tokyo

Stronger yen casts its

shadow over equities

Bank lending for April rose by 1.1 per cent from the previ-ous year, its smallest rise ever. while industrial output for April fell 2.2 per cent from the month before after two consecutive months of strong gains. Mr Geoffrey Barker, an economist at Baring Securities in Tokyo, points out that the

"The contradiction of the yen gaining as a result of the stable

stock market, and in turn

threatening economic recov-

While denied by the US, the

yen's rise reflects the percep-

tion among investors that cur-rency market movements will

be used to pressure Japan. Analysts point out that a

strong yen will not achieve a

fall in Japan's trade surplus.

Some believe that unless a pol-

icy to solve bilateral trade

issues is formulated between

the US and Japan, the dollar could fall to as low as Y100.

A higher yen is good news for inflation. It also means

lower import prices. However,

benefits for the consumer are

expected to be offset by corpo-

rate rationalisation. Leading

companies have announced an

average decline of 1.86 per cent

for this year's summer

ery, will be tested," he says.

20,500 during the past month. The 21,000 line has proven to yen could depress the Nikkei below the 20,000 level. be a tough one to crack, as investors who bought around There are now signs that US

hedge funds, looking for quick profits, are anticipating a chance to sell into weakness, creating short positions in the near term. Last month's corporate

stock market. After the jump

in activity during recent

months, shares are currently

facing a lull, on uncertainty

over a higher yen and on cau-

tion regarding the course of

The Nikkei index rose 24 per

cent during the first four

months of this year, but it has

remained almost flat around

results season held few surprises, with pre-tax profits for leading companies down by some 30 per cent. Estimates for pre-tax profits for the current year to March 1994 are mixed, ranging from a rise of 14 per The rise in the equity market over the past few months, seems to indicate that investors have discounted corporate profits for the fiscal year to March 1995. Mr Patrick Thomp-

son, at Fleming Investment Management, believes that corporate profits could rise by 70 to 100 per cent for that year. With the market on a pro-

The sudden rise in the yen against the dollar threatens companies' projections of flat profits for the current year to March 1994. The rise also

8pc 2009
Case Spc Ln 2011 ## Spc 2011 C##
Treas Spc 2012##
Treas Spc 2008-12##
Treas Bpc 2013##
7\*apc 2012-15##

ing the ordinary Japanese, and triggering a return in con-sumer confidence through lower imports, a higher yen will hurt consumption as companies will feel squeeze on

> Meanwhile, the recent stability of prices has given authorities room to address the mar-

ket's structural problems. A recent report commissioned by the finance ministry identifies cross shareholdings between companies as a bar-rier to an efficient market.

On the over-the-counter market, disclosure problems of small companies have once again made investors nervous. At the beginning of this month, Hanix Industry, a construction machinery manufacturer, announced that it had filed for court protection, with liabilities totalling Y170bn.

The company blamed "malicious credit reports" and allegations of tax evasion for itsfunding problems. While the incident reflected the vulnerability of small companies to rumours, it also cast doubts on the lack of disclosure by OTC

Earlier this week rumours that THK, a leading bearings company, was facing financial problems once again rocked the OTC market. The Japan Securities Dealers Association is now to study disclosure measures for OTC companies.

n the near term, the 21,000 level continues to be a barrier for the Nikkel Japanese investors expect resistance at that level to persist, and remain conservative in their forecasts. Mr Mr Kazuo Tamayama, fund manager at Yasuda Kasai Brinson Investment Management, expects the index to fluctuate between 18,000 and 22,000 until the

Mr Alan Livsey at Kleinwort sees the Nikkei falling to 18,500 in the worst case scenario, but thinks that the next few months will be a trough before "powerful drive upwards", predicting that it will reach 24,000 by the end of the year.

## Comment turns bearish after a good week

FT-SE

Eurotrack 100, registered a good rise on the week. But analysts and strategists, meanwhile, were pushing them into the underweight basket, writes

Our Markets Staff. MILAN closed the week where it had begun with a further fall in Ferruzzi, down L73 or 9 per cent at L732. This followed news that the group had handed executive powers to the group of creditor banks headed by Mediobanca.

As a result the banking s tor also dived, with Mediobanca losing L310 to L16,270 at the close before slipping to L15,900 on the kerb. Among the other creditor banks, BCI lost L274 to L5,242 and Credito Italiano L105 to L2,693.

There were fears, said some analysts, that should a debtfor-equity swap proceed in relation to Ferruzzi, similar arrangements might be negotiated for other debt-laden

Montedison eased L5 to L875 at the close before sliding to L890 in after hours trading. However, Edison, seen as one of the remaining jewels in the Ferruzzi empire, remained steady, easing just L3 to L5,010. The Comit index slipped 1.35 to 531.89, little changed on the

BUYING prompted by hopes of

an imminent cut in the official

discount rate countered heavy

arbitrage-linked selling, and

the Nikkei average posted mar-

ginal gains towards the close,

rising for the first time in five

trading days, writes Emiko

After a volatile morning session due to the fixing of the settlement price for June

options and futures contracts,

the Nikkei rose 7.63 to

20,500.95, 1.8 per cent lower on the week. The index rose to a

day's high of 20,760.06 early

afternoon and hit the day's low

of 20,451.56 in the last half

hour of trading. Volume totaled 650m shares

against 277m, with an esti-

mated 300m shares linked to

futures and options settle-

ments in the first hour of

trading. Winners led losers by

580 to 409 with 189 unchanged.

The Topix index of all first sec-

tion stocks rallied 8.78 to

1,661.04 and, in London, the

ISE/Nikkei 50 index rose 1.04 to

Constituent changes with effect 14/6/93: Additional farkets closed June 10: Austria & Germany.

Terazono in Tokyo.

**PARIS** was supported **ASIA PACIFIC** 

Tokyo

towards the close by a strong Wall Street. The CAC-40 index gained 9.21 to 1,920.43, up 3.3 per cent on the week. Turnover . here 11

was a moderate FFr2.5bn. Most analysts were expecting a rate cut on Monday given the recent strength of the franc

Among the day's movers LVMH corrected Thursday's fall following its annual meeting, picking up FFr22 to FFr3,705 while, in the financial sector, UAP gained FFr22 to FFr3,705, and Suez FFr2 to

sugar, agro-industrial and branded foods company controlled by Ferruzzi, rallied FFr8 to FFr691, down 3.5 per cent on a week affected by the problems at its Italian parent. FRANKFURT returned from holiday, and raised suspicions of window dressing ahead of the June 30 valuations. The DAX index climbed another 7.91 to 1,680.98, up 2.6 per cent on the week and just a few points short of its March 31 level. Turnover rose from

against the D-Mark.

FFr299 in high volume. Eridania Béghin-Say, the

DM5.4bn to DM5.8bn.

Carmakers had another good day, BMW, Daimler and Volksen rising by DM9 to DM473. DM8 to DM587.50, and DM4.30 to DM340.80 respectively, leaving analysts with their eyebrows raised. In Düsseldorf, Mr

The Bank of Japan's Tankan,

the quarterly survey of busi-

ness sentiment released vester-

day, indicated that confidence

among corporations was

unchanged from three months

earlier. The bond market ended

higher, as renewed hopes of a cut in the official discount rate

Public pension funds and

insurers were seen buying

large-capital issues on hopes of

lower interest rates. Kawasaki

Heavy Industries rose Y5 to

Y474 and Mitsubishi Heavy

Stainless steel makers were

Industries gained Y3 to Y706.

firmer on reports of an

increase in stainless steel

orders. Nippon Yakin rose Y2

to Y631 and Nippon Metal

gained Y4 to Y520. Banks were firmer on techni-

cal trading. Foreign fund man-agers, who are relatively

underweight in banks, are also

looking to increase holdings.

Industrial Bank of Japan gained Y30 to Y3,030 and Bank

of Tokyo gained Y10 to Y1,470.

concerns of poor earnings. Nis-

Car makers were lower on

Secular 11						ING C	Unior Da	2000
Hourly changes	Open	10.30	11.00	12.00	13.00	14.00	15.60	Close
FT-SE Eurotrack 100	1179.47	1178.52	1177.84	1178.67	1178,78	1180.08	1182.05	1181.85
FT-SE Berotrack 200	1230.56	1230.15	1229.17	1230.53	1231.15	1231,74	1231.76	1232.37
	June	10	June 9	Ju	8 8	June 1	7 3	me 4
FT-SE Euroback 100	1181	.45	1181.59	116	88.70	1167.7	8 11	59.95
FT-SE Empirack 200	1230	1.25	1230.01	121	8.08	1219.8	6 12	14.21
Base value 1000 (25/10/54) Hy	philip: 100	- 1182.62	200 - 12	33.40 LONG	tiny: 100 -	1177.51 2	30 - 1226	69.

Actuaries Share Indices

Eckhard Frahm of Merck Finck said that the bank was a seller of Daimler and VW, and that earnings per share here were going to be lower than the optimists were expecting. London, Mr Bob Barber and Mr James Longhurst of

James Capel looked at European car sales, reduced their forecasts and said that share prices had held up "amazingly well this year, concluding: "The automotive sector has only underperformed the JC European index by 2 per cent in the year to date, and we predict a major downward correction in share prices late this

MADRID closed a week of nervous, then muted reaction to the Socialist election victory with a fall of 1.3 per cent, the general index closing 0.36 higher on the day at 257.91. In London, Ms Anna Mac-

san Motor lost Y8 to Y737 and

Honda Motor declined Y40 to

In Osaka, the OSE average

rose 79.54 to 23,086.45 in vol-

THERE was selective interest

in the region yesterday. Kara-chi was closed for a religious

**KUALA LUMPUR** reached a

new all time high in sentiment boosted by the visit of Mr

Mahathir Mohamad, the Malay-

sian prime minister, to China

starting this Sunday which is expected to yield lucrative business deals for local compa-

The KLSE index rose 8.76 to

BANGKOK extended its

745.29, 1.9 per cent higher on

the week as volume rose from

June recovery with the SET index climbing 9.13 to 853.14,

2.5 per cent higher on the week

in turnover of Bt4.5bn. Prop-

erty developers rose strongly, with Bangkok Land up Bt5 to

Bt81.50, Tanayong Bt2.50 to

495.2m shares to 635.9m.

ume of 19.9m shares.

Roundup

Donald and Mr Victor Galliano of Baring Securities said that it was time to sell the Spanish market. It has been a good performer so far this year, but the Socialist win made aggressively lower interest rates and widespread privatisation less likely. "Investors looking to buy for a recovery." they said, "will do better elsewhere."

AMSTERDAM featured a 5 per cent gain in Hoogovens, partly on hopes for a recovery in the sector, and partly on a stronger aluminium price. The shares gained FL 1.50 to F1 32.10 as the CBS Tendency index lost 0.2 to 107.1, a week's rise of 2.3 per cent. ING, which disappointed the

market on Thursday with flat first quarter figures, recovered 70 cents to F1 63.60. VIENNA rose 27 per cent, the ATX index closing 12.43, or

1.5 per cent up on the day at

per cent down on the week.

SEOUL faced profit-taking

after a succession of 31-month highs. The composite index lost 4.91 to 768.48, still 1.1 per cent better on the week, as

turnover dropped to Won

AUSTRALIA celebrated a

bullion recovery in Hong Kong, and the gold shares index closed 17.9 higher at 1,709.7, 8.4

per cent lower on the week,

after an initial fall of more

than 25 points.
The All Ordinaries index

rose 1.8 to 1,714.3, down 1.5 per cent on the week. Pacific Dun-

lop rose 6 cents to A\$4.83 on

Thursday's news that it had won a US\$70m contract for

optic fibre cables in China.

Bt65.50 and Krisda Mahanakorn Bt6 to Bt117.

HONG KONG saw light bargain hunting in thin volume, and the Hang Seng index inched up 6.16 to 7.266.74, 1.5 per cent higher on the week, as turnover shrank from HK\$3.94bn to HK\$3.78bn. SING-APORE's Straits Times Industrial index fell on thin selling pressure, 11.60 to 1,853.65 and 1 per cent down on the week.

SOUTH AFRICA JOHANNESBURG's gold shares stayed firm, with the index rising 25 to 1,651, a week's loss of 6 per cent. Among sector stocks Vaul Reefs added R5 to R290. Industrials added 5 to 4,596 and the

bonuses, the first fall since In short, rather than enrichcomes at a time when a spate





OTHER FIXED INTEREST

### FT-ACTUARIES WORLD INDICES

Malaysia reaches a new record high

Y1.360.

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co. and NatWest Securities Limited in conjunction with the Institute of Actuaries and the Faculty of Actuaries

	NATIONAL AND REGIONAL MARKETS			THU	HSDAT J	OFE IO	E 10 1993			WELFESDORT SUITE & 1885				- DOGGAT INDEX			
	Figures in perentheses show number of lines of stock	US Dollar Index	Day's Change %	Pound Sterling Index	Yen Index	DM Index	Local Currency Index	Local % chg on day	Gross Div. Yield	US Dollar Index	Pound Starling Index	Yen Index	DM Index	Local Currency Index	1993 High	1993 Low	Year ago (approx)
	Australia (68)	133.27	+1.0	130.04	89.47	113.22	131.01	+0.5	3.82 1.59	132.00 145.21	129.18 142.10	88.91 97.80	112.42	130.38	144.19	117.39 131.16	174.9
	Austrie (18)	145.43	+0.2	141.90	97.63	123.55	123.49	+0.4	4.81	142.93	139.68	98.26	121.72	118.61	156.76	131.19	143.88
	Belolum (42)	143.47	+0.4	139.99	96.31	121.88	119.06		2.85	126.78	124.05	85.37	107.94	117.58	129.97	111,41	127.6
		127.43	+0.5	124.33	85.54	108.24	118.11	+0.4	1.24	214.57	209.98	144.52	182.73	182.76	225.64	185.11	236.3
		214.62	+0.0	209.40	144.08	182.32	182.29	-0.3	1.17	87.57	85.79	59.05	74.66	101.45	100.92	65.50	77.02
	Denmark (33)	89.58	+22	87.38	60.12	76.08	103.94	+2.5		155.26	151.94	104.57	132.21	134.20	167.36	142.72	161.3
		155.41	+0.1	151.63	104.32	132.01	133.96	-0.2	3.35	112.05	109.65	75.48	95.42	95.42	117.10	101.59	124.71
	France (97)	112.32	+0.2	109.60	75,41	95.42	95.42	+0.0	2.22	298.62	292.24	201.13	254.32	296.30	301.61	218.82	244.90
	Germany (62)	295.73	-1.0	288.54	198.52	251.24	293.43	-1.0	3.21	163.85	160.35	110.36	139.53	154.90	170.40	129.28	156.9
	Hong Kong (55)	163.87	+0.0	159.89	110.01	139.21	154.71	-0.1	3.49		66.29	45.62	57.69	75.20	72.82	53.78	70.6
	reland (15)	68.64	+1.3	66.98	46.08	58.31	76.39	+1.6	2.22	67.74	149.89	103.15	130.45	103.16	154.20	100.75	104.25
	Italy (73)		+0.2	149.75	103.03	130.40	103.03	-0.1	0.81	153.17		232.04	293.40	339.06	346.83	251.66	237.09
,	Japan (470)	153.48	+0.1	336.36	231.41	292.85	339.52	+0.1	1.99	344.54	337.17						1584.3
	Malauria (EC)	344.74		1426.77	981.65	1242,24	5000.24	+0.6			1421,12					1410.30	163.6
1	Mercico (18)	462.29		164.16	112.95	142.93	140.68	-0.4	3.91	168.45	164,85	113.46	143.46	141.20	172.75	150.39	46.0
1	Netherland (24)	100.40	-0.1		32.61	41.26	47.99	-0.8	4.82	48.83	47.78	32.89	41.58	48.40	49.82	40.56	
i	New Zealand (13)	48.57	-0.5	47.39	101.36	128.26	141.61	-0.4	1.86	151.34	148,11	101.93	128.89	142.20	166.21	137.71	185.00
i	Norway (22)	150.98	-0.2	147.32		220.48	192.41	-0.4	1.79	260.55	254.97	175,49	221.88	193.19	262,72	207.04	226.87
		259.54	-0.4	253.24	174.23		198.05	+1.1	2.56	192.39	188.28	129.58	163.63	193.96	201.01	144.72	241,9
i	Singapore (38)	194.25	+1.0	189.53	130.40	165.01			4.87	128.46	125.71	88.52	109.39	121.50	132.82	115.23	154.2
•	South Africa (60)	128.61	+0.1	125.49	86.34	109.26	122_18	+0.6		177.64	173.84	119.65	151,28	191.84	184.06	149,70	198.52
	Spain (46)	178.30	+0.4	173,97	119.70	151.47	192.09	+0.1	1.76	127.12	124.40	85.62	108.27	115.20	129.36	108.91	107.23
1	Sweden (36)	1/2.30	+0.2	124.28	85.51	108.22	115.82	-0.2	1.88			118.98	150.44	172.89	181.99	162.00	194.00
1	Switzerland (53)	127.37		172.45	118.64	150,13	172.45	-0.3	4.03	176.67	172.89					175.38	166.51
1	Linear Manufactor (210)	176.74	+0.0		122.13	154.55	181,92	-0.1	2.81	182.12	178,22	122.57	155.10	182,12	186.27	1/2.30	100.0
1	USA (519)	181.92	-0.1	177.50	122.10					145.21	142.10	97.80	123.67	134.28	149.02	133,92	153.95
	501 (515)		+0.2	141.93	97.65	123.58	134.22	+0.0	3.32		160.88	110.73	140.00	157.35	171.77	142.13	180.46
1	Europe (763)	145.47		161.10	110.84	140.26	157.73	+0.2	1.58	164.40						105.89	110.49
	Nordic († 14)	165.11	+0.4	153.00	105.27	133.21	109.60	-0.1	1.07	156.56	153.21	105.45	133.33	109.77	157.42	117.26	128.09
	Pacific Basin (713)	156.81	+0.2	148.35	102.08	129.15	120.28	-0.1	1.95	151.79	148.54	102.23	129.26	120.41	152.84		164.07
ì	Euro-Pacific (1476)	152.04	+0.2		119.86	151.69	177.57	-0.1	2.61	178.67	174.85	120.35	152.18	177.72	182.38	171.51	129.98
ì	North America (627)	178.52	-0.1	174,19		107.08	112.61	+0.1	2.83	125.68	122.99	84.67	107.05	112.51	128.65	112.51	
		126.02	+0.3	122.96	84.62	161.52	175.57	-0.3	3,13	190.43	186.36	128.28	162.19	176.11	194.08	152.70	171.97
1	Burope Ex. UK (544)	190.12	-0.2	185.50	127.65		122.28	-0.1	1,98	152.12	148.86	102.46	129.55	122.37	153,23	118.51	130.27
	Pacific Ex. Japan (243)	152.41	+0.2	148.71	102.32	129.48		-0.1	2.11	159.64	156,23	107.53	135.97	137.64	161.34	134.22	136.55
	World Ex. US (1682)	159.78	+0.1	155,89	107.26	135.74	137.54		2.29	161.06	157.61	108.48	137.17	140.42	162.74	137.29	140.85
	World Ex. LIK (1962)	100.70	+0.1	157.25	108,20	136.93	140.28	-0.1	299	167.38	163.80	112.75	142.58	161.57	170.05	157.47	162,47
١	World Ex. So. Af. (2121)	161.17	+0.0	163.35	112.40	142.25	161.46	-0.1	2.50								444.54
1	World Ex. Japan (1711)	157.42			108.28	137.02	140.76	-0.1	2.29	161.16	157.71	108.55	137,25	140.88	182.86	137.32	141.51
1	The World Index (2181) Copyright, The Financial Tir Constituent changes with	161.28	+0.1	157.37				ac effice	l imited	1987							

## **BELGIUM**

The FT proposes to publish this

survey on July 7 1993.

senior European executives who are personally involved in strategic decisions about their organisation's international operations read the FT than other European business publication.

If you wish to communicate your message to this influential audience by advertising in this survey, call:

Meyrick Simmonds or Patricia Olefs in Brussels Tel: 322 513 2816 Fax: 322 511 0472 Rachel Hart

Tel: 071-873 3225 Fax: 071 873 3428

FT SURVEYS



For FX Professionals Only: Call Today for Your Complimentary Copy **FXWEEK** +44 71 240 2090

FOREXIA FAX S Dm £ ¥ An eight year track record of successful forex forecasting daily.

LONDON SHARE SERVICE **BUILDING MATERIALS** + 65 YG 244828 8 5 1370234 470231 76403229 8331 1.12 047 85 10 88 - i | | | | | | | | | | | National Control of the Control of t 90 PE | 200 high 225 227 25 44 38 129 21.9 230.3 3.95 12.7 0.75 348.5 1,584 Price 195 225 225 43<sup>1</sup>/<sub>2</sub> 38 113 830 high 12 61, 481 205 113 05/2 Pice 9 6½ 495 192 178 Capen 14,332 1 14,333 1 11,815 1 1,225 1 1,245 M68 52 23 14 4 52 5 14 4 5 Frice III
Fric III
Frice III
Fric III
Frice III
Frice III
Frice III
Frice III
Frice III
Frice II 110 d 140 d 141 d 141 d 141 d 141 d 141 d 141 d 144 d 15 d 16 d 16 d 17 d 18 **ELECTRICALS** - Marin Mari PHONE THE PHONE PH Price Antonical A Williams

- Price INSURANCE BROKERS 215/4 245/2 245 30 133 118 293 168 164 263 321 76 48 77 134 134 134 CANADIANS 4,099 3,199 3,598 2,598 7,094 489,9 7,121 2,339 20,1 1,721 436,2 98,3 4,894 4,894 40,5 2,718 2,712 40,5 1,772 1933 | 1933 | 1934 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 1935 | 19 ARE Cachin 5-557 1,242 981.5 982.4 671.4 988.8 4,846 620.4 861.9 2,561 1,233 640.7 1,233 640.7 1,243 1,040 FOOD MANUFACTURING 147 147 147 147 147 46 9.9 Minimum Number 11.1 Acatos & Hainth 17. Met. Canzan 17,313 4,322 17,783 3,148 198,8 69,1 112,8 4,119 1,544 1,129 4,119 1,549 2,833 257,7 102,9 2,637 Friend (1997) (1 Hat Confirm 1 (1997) 12-10-25 12-10-25 14-47 Bå Optimorn B. Zero Ok Pl J. Zero Ok Pl J. S LIX Switt Zors. 
Wearante ... 
Wearant 서에 전에 보고 등 기속에 자연하는 것이 수 역시를 가게 되었다. 이 사이에 보는 이 사이에 보고 되었다. **BANK**Ş INSURANCE LIFE MR1 932.6 602.0 2,225 2,060 2,276 2,276 399.6 5,962 544.6 805.1 61.7 590.0 Price 1483 457 1855 457 1060 275 975 1076 156 4081 768 1274 403 274 2821 300 289 85 1 1 24 LANG LANG 18.3 iron Life IE ... 15.4 Lingui & Sen... 12.7 Library Life Abr. 17.5 Library Life Abr. 17.5 Library Life & Abray ... 10.5 Library Abray ... 10.5 Library & Light & Abray ... 10.5 Reings ... 10.2 Transportation ... 8.50 Ce Mr. 18.5 Und Friendy & Und Friendy & Library & Librar FOOD RETAILING \* \* \* | \* 600 Green 150,1 15 High E337-1362 1333 2857-2 40 Prior 1327 1382 17 2864 35 15d low Carlon St. Car Prior 71 66 168 343 257 612
23 774 181
24 1829 -49
255 591.8 90.3
24 260.7 181
24 260.7 181
24 260.7 181
24 260.7 182
24 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 182
25 260.7 18 Warrants

Actives For Inc. \$4

Warrants

Actives For Inc. \$4

Warrants

Actives For Inc. \$4

Basiles Giff \*\*\* 889.4 2811 289.5 700 2 664 4,046 4, 16.65 17.15 16.15 17.15 18.15 HEALTH & HOUSEHOLD | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 76 FE 3 6 7 13 5 6 7 13 5 6 7 13 5 6 7 13 5 6 7 13 5 6 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 13 5 7 14 5 7 1 68 | Mar.
687 | Cappa |
688 | Cappa |
688 | Cappa |
688 | Cappa |
681 | Cappa |
681 | Cappa |
681 | Cappa |
682 | Cappa |
683 | Cappa |
684 | Cappa |
684 | Cappa |
684 | Cappa |
684 | Cappa |
685 | Cappa |
685 | Cappa |
686 | Cappa |
687 | Cappa |
687 | Cappa |
688 | Cappa |
689 | Rich 1967 - 19 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | 12.0 | **BUILDING MATERIALS** Mar. 200.2 2 78 1100<sup>1</sup>2: 406 2100<sup>1</sup>2: 406 Pid 19 美国通过全面的通讯员计划分别对领型主观电影处情感的情况的不完全证明处理的通过的通过的话题的表情的基础的特殊200元和它们感觉计划的影响的。 19 0.4 66.4 149
8.8 61.7 19.8
11.0 16.7 19.8
11.0 12.7 59.4
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.7 13.2
2.3 180.8 18.3
2.4 180.8 23.8
2.4 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 23.8
2.5 180.8 N66 22.3 1,547 284.4 204.2 214.8 46.9 21.5 36.0 1,477 1,076 2.70 176.1 HOTELS & LEISURE Price 14 318 14 24 25 195 11 15 50 18 50 19 17 21 28 15 27 28 15 28 1 144 2642 31/263 1930 448 21/58 157 170 163 270 148 245

` :\_\_\_.

هكذامنالأصل

MEDIA 

| West | | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 | 1983 |

| Yes ## OF THE PROPERTY OF THE PROP Builders, Pales Oli Anglo-East. Barram Dose Plants MS. Soldon Hope MS. Highlands MS. Kanin Kapong MS.

PLANTATIONS

0.24 3.82 18.3 53.5 49.7 12.6 134.3 12.3 1.27 66.9 0<sup>1</sup>2 13 52 16 47 49 332 25 4 33 233 37<sup>1</sup>2 7 388 117 87 319 944 18 26 26 257 18 222.7 719.5 7.11 76.8 92.3 16.5 48.2 49.8 279 722 40 369 46 119 525 291 +6 -7 -1 +5 +2 +16 +2 150 292 8 78 14 13 191 58

4. Unregulated collective investment scheme.

4. a Yield based on amunified dividend in Figures based on prospectite or other official estimates. It is a special payment of Figures in Figures in Figures.

Yield Figures issue pending of Assumed dividend yield after trights issue.

A Resumed dividend yield after prospectite or other official estimates for prospecting corp and/or rights facult or other official estimates for prospecting corp and/or rights facult or other official estimates for payment yield payment.

A profitmently figures.

5. birdinated dividend payment official estimates for other official estimates for 1982-43.

10. of Forecast, or estimated of 1982-43.

11. of Forecast, or estimated of 1982-43.

12. of Forecast, or estimated of 1982-43.

13. of Forecast, or estimated of 1982-43.

14. of Forecast, or estimated of 1982-43.

15. of Forecast, or estimated of 1982-43.

16. of Portion State of 1982-43.

17. of Forecast, or estimated of 1982-43.

18. of Forecast, or estimated of 1982-43.

18. of Forecast, or estimated of 1982-43.

18. of Forecast, or estimated of 1982-43.

19. of Forecast, or estimated of 1982-43.

19. of Forecast, or estimated or 1982-43.

19. of Forecast or 1982-43.

19. of Fore

12.3 21.5 303.3 472.5 185.8 381.2 18.5

Mari Capem 13.1 30.9 283.5 2.49

4.0 6.0 8.0 4.9 7.9 4.8 4.6

24.5 6.0
55.0 6.6
119.4 5.0
27.5 - FT Aranual Reports Service
1,500 4.4 You can obtain the current armual/interim report of any
28.17 3.2 company annotated with \$ . Ring +44 61-643 7181 (open
38.19 5.7 2.4 hours including weekends) or fax +44 61-770 0544,
28.19 3.9 working day, subject to evaluability. Please remember to
16.7 7.8 vorting day, subject to evaluability. Please remember to
78.6 4. FT Cityline
28.8 4.1 FT Cityline
1 Real time share prices and other stock market information is available through the FT Cityline international takenbare.

official estimates for 1963-84. If Pigures tweed on BAPI Headline Eernings' deaft proposels. Pigures based on prospectus or other official estimates for 1994. If Poreast annualisad yield, pit based on prospectus or other ulficial estimates. The purpose assumed. We pro toma figures. Z Ovidead yield to date.

Abbreviations: al or distinct; s: ex serio lesue; ar ex rights; ar ex at; at ex capital distri

s**i** - '---

Real time share prices and other stock market information is available through the FT Cityline international telephone service.

Annual subscription 8250.00 sig.

Call +44 71-925 2128 for more details.

# FINANCIAL TIMES

Weekend June 12/June 13 1993

NATIONAL TEAM MEETING LOCAL CHALLENGES 071 629 8151

Major backs action of UN peacekeepers against Croat gunmen

## UK troops kill two in Bosnia

By Alison Smith in London

PRIME minister John Major yesterday strongly backed British soldiers who fired on Croat gunmen in central Bosnia, saying he was prepared to send reinforcements if necessary.

He was speaking a few hours after British United Nations peacekeeping troops shot dead two Croatian soldiers who attacked a Moslem convoy near Vitez, the British base in central

He underlined the government's commitment not to take "any unacceptable risks with the lives of our troops in Bosnia", telling a Conservative party con-

**Defence** 

ministry

**ÎCL** deal

Stevenage and Basingstoke, all in south-east England, and took

away documents relating to the

ICL said last night the con-tracts had been for "run-of-the-mill" work installing

computers and cabling for the

MoD. An MoD spokesman said

last night "an investigation is

taking place, but I cannot discuss

it further until the outcome is

known". Mr Richard Livesey-

Hawarth, an ICL executive direc-

tor, said "we take the matter

very seriously, and will do what

He was constrained from com-

menting further by official under-takings, but added "I would not be surprised if the MoD had been

contacted by a disgruntled for-

mer employee, who might want

to bring us into disrepute".

the MoD since the 1960s.

we can to co-operate".

contracts.

probes

ference in Wales that there was "increasing evidence of widespread deterioration on the

The prime minister's office emphasised that Mr Major and other senior ministers were keeping a close watch on the situation and said there were contingency arrangements to protect the lives of the 2,400 British troops deployed to assist in providing humanitarian aid in Bosnia.

Mr Douglas Hurd, the foreign secretary, indicated that the incident would not lead to an early withdrawal of the British contingent of United Nations forces from Bosnia. "So long as the gov-ernment believes that our troops can do a good job in saving lives without undue risk, they will go on doing so," he said. In Geneva the UN High Com-

missioner for Refugees (UNHCR) warned that intense fighting and roadblocks have virtually halted all humanitarian aid convoys in central Bosnia.

"We have basically reached a worst-case acenario with things degenerating," Mr Ron Redmond, UNHCR spokesman, said.

In Belgrade Lord Owen and Mr Thorvald Stoltenberg, mediators for the EC and the UN. announced that Mr Slobodan Milosevic, the Serb leader, President Franjo Tudiman of Croatia and President Alija Izetbegovic of Bosnia had agreed to travel to Geneva for talks, probably next Wednesday. "We have to look increasingly at the issue of Bosnia and Croatia and Serbia and that is why I think it is appropriate we have the three presidents talking to each other," Lord Owen said.

"It is apparent to everybody the savagery and degree to which this is becoming unfortunately a fight between the three constitu-

Mr Major is under pressure from opposition MPs who have urged the withdrawal of British soldiers. MPs of all parties expressed dismay at the fastdeteriorating situation in Bosnia. Mr Paddy Ashdown, the Liberal Democrat leader, said the situation could not be controlled.

## for Bank governor

Continued from Page I

executive of Halifax Building Society.
While this is the first list in

which the British Empire Medal - previously the lowest grade of honour — does not appear, other reforms promised by Mr Major in March will have to await future

The New Year's honours list will be the first for which people can write in to the prime minister's office to nominate someone So far more than 10,000 nomination forms have been sent out and 6,000 have been returned. The proportion of awards to state servants was broadly in line with previous lists, though Downing Street said that now no official was nominated automati-

Political honours, however, were distributed at Westminster rather more sparsely than usual. Mr Roger Freeman, transport minister, and Sir George Young, housing minister, both become privy counsellors, but only two Conservative backbenchers, Mr Ralph Howell and Mr David Knox, receive knighthoods.

Among the customary awards to artists and entertainers are the other two life peers: Sir Richard Attenborough, the actor and film director, and Sir Yehudi Menuhin, the violinist and conductor. Miss Thora Hird, the actress, and Miss Muriel Spark, the author, both become Dames. Mr Nicholas Colchester, deputy

editor of the Economist and former foreign editor of the PT, receives an OBE for services to iournalism.

In what may be a sign of the times, relatively few awards went to footballers and cricketers. Mr Andy Roxburgh, the Scottish football team manager receives the OBE. Mr Ray Wilkins, the former England soccer player, recieves the MBE as does Mr Harold Larwood, a fast bowler who last played for England in the controversial 1932-33 "Bodyline" Ashes series against Australia.

## US inflation figures | Peerage ease fears of rise in interest rates

inflation dropped to 2 per cent from 2.4 per cent in April. Separately, the Commerce Department reported a 0.1 per cent rise in retail sales last month, which was smaller than

Share and bond prices surged in early trading as analysts dis-counted the chance of an immediate tightening of monetary policy. The dollar weakened slightly against leading currencies.

on Tuesday, are also expected to show an ebbing in inflationary pressures. If so, the Fed seems certain to leave rates unchanged at 3 per cent for at least the next month. Many economists predict that inflationary pressures will remain moderate throughout the

rise in rates grew intense last

month after the third set of bad inflation figures since Christmas. The annualised rate of inflation

Concerns were exacerbated when press leaks indicated that Fed governors and regional presidents voted last month to shift from a neutral stance on interest rates to a bias towards raising them. Minutes of a previous meeting showed that two Fed governors were pressing for higher rates as long ago as

However, a shift to a bias towards raising rates does not necessarily imply an early tight-ening of policy. The Fed may simply have wanted to reassure financial markets that it was concerned about inflation until distortions which pushed up price figures earlier this year began to

Many economists have long argued that the monthly figures had to improve because the economic recovery was too weak to put sustained upward pressure on prices. Wage settlements are moderate and the unemployment rate, at 6.9 per cent, is well above the level that has previously led

US stocks, Page 23 See Lex

#### Washington ICL, the Japanese-owned UK computer company, is under investigation by the Ministry of FEARS that the Federal Reserve for the first four months was might raise short-term interest more than 4 per cent compared Defence for suspected irregularirates in the US eased yesterday with 3 per cent in 1993. ties involving two contracts totalafter the release of encouraging ling £1m. inflation figures. MoD police on Thursday morn-ing visited ICL's sales office at Slough and engineering offices at

The Labour Department said the producer price index was unchanged last month after increases of 0.4 per cent and 0.6 per cent in March and April. The annual rate of wholesale price

Consumer prices for May, due

#### ICL has been the preferred supmay take no action before Sep-Currencies, Page 15 It is the prime contractor on a tember or October. Speculation about a possible £250m office automation project

PM tells Tories to stop the squabbling Continued from Page 1

lined again yesterday, with a renewed row over the prospects of billions of pounds in savings on the social security budget by the end of the century.

Mr Clarke, who this week emphasised his commitment to nurturing the recovery, will also use an important speech in the City to reaffirm the Treasury's

Europe today

in western Europe, it will be quite unstable with at least a few showers and little or no sunshine. Low pressure will move from ea

low, there will be a mixture of sunshine and

and cooler air with abundant sunshine. However, in southern England, northern

produce cool and rainy conditions. Further south, there will be some sunshine, but many showers will develop in France and northern Spain. Ahead of the low, Germany will have some sunny periods and just the odd shower. More showers will fall in Denmark, Poland, Hungary and northern Italy. The tropical heat and scattered thunder showers which have

inflation target.

Separately, Sir Norman Fowler, party chairman, said that he wanted to "draw a line" under his deeply personalised row this week with Mr Lamont. He told the Welsh conference the party "sticks by its princi-ples . . . sticks by its leaders". That emphasis on unity and loyalty was echoed by senior

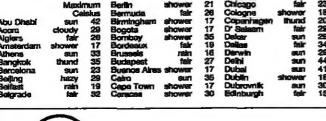
elsewhere, including Mr Douglas Hurd. The foreign secretary urged Conservatives to reject the option of "flap and scrap, posture and panic" and to focus on the realities. The party could unite over Europe once the Maastricht treaty had been ratified, he said, and Conservatives could rally behind the European policy set out by Mr Major.

FT WORLD WEATHER England towards The Netherlands. Behind the showers with increasing northerly breezes. In Scotland, north easterly breezes will bring drier France and Belgium brisk westerly breezes will been over central Europe will move across the Balkans towards Russia...

#### Five-day forecast

On Sunday, clearing skies will move from the Atlantic into the UK and France. Strong northerlies will arrive from the North Sea bringing cooler air and some showers into the Low Countries, northern France and Germany. Early next week, the cool air will invade eastern Europe.

TODAY'S TEMPERATU



Lufthansa

aun Saurd fair shower thund fair sun shower fair shower fair fair fair fair fair sun sun sun windy thund fair sinower windy sun fair sun thund fair windy fair windy fair THE LEX COLUMN

# Banking on rights

Another £350m worth of rights issues this week suggests the flow may be getting out of hand. It is understandable that companies should be anxious to secure their money before ET monopolises the market, less so that they should be so concerned with raising equity at this stage in the cycle. If they really are gearing up for recov-ery, it would be more appropriate to go for debt. That is most clearly arguable in the case of Wimpey, but true of some of this week's other offerings as well. Yet while the equity market is awash with business, the well of bank

credit is almost dry.

Part of the trouble is that corporate balance sheets are still showing the ravages of recession. Some bank debt is also being replaced by the heavy flow of corporate bond issues. But there remains a worry that the banks are not yet willing to finance the recovery. Unless they change their minds, it could eventually falter. The capital market cannot stand the strain indefinitely, especially given the remorseless tide of gilts. That is not the only preoccupation,

however. Yesterday brought the first figures on trade with Europe since January, while in the background the political uncertainty grows. The trade figures show exporters are using the devaluation to increase their margins rather than gain market share, which is good for profits in the short run but may be bad for growth in the longer term. Mr Norman Lamont's attack on the prime minister may have been dramatic but its implication for the mar-

ket is hard to gauge.

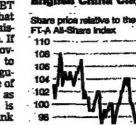
Mr Major's classic response to trouble is to cut interest rates - and the strictures from Mr Eddie George this week suggest the Bank of England may fear just such a development. Mr Kenneth Clarke professes concern about growth and employment, but this could be just a front behind which to engage in some radical pruning of the PSBR. There is plenty of room for internal debate on strategy. The markets can only hope to know more after next week's Mansion House speech.

#### English China Clays

has developed a reputation for doing the right thing without ever really delivering the right result. Its latest significant shift in acquiring a US speciality chemicals business for £202m and pressing ahead with the demerger of its construction materials division may do little to alter that impression. FT-SE Index: 2861.8 (+1.8)

In recent years, English China Clays

English China Clays



The addition of Calgon undoubtedly makes strategic sense. It broadens ECC's product base while giving Calgon greater access to European mar-kets. But an exit multiple of 24 repre-sents a full price, even though ECC promises the deal will be earnings neutral in its first full year. Thereafter, it may prove tough work squeez-ing margins higher: Calgon only com-mands the weak third slot in the US market.

The demerger proposal also makes industrial sense but it is not clear that it will create additional shareholder value. Applying a market multiple to ECC's two divisions individually produces a value somewhat shy of its current share price. Moreover, ECC's markets remain dire with paper makers, in particular, bracing themselves for sharp declines in German demand.

The other niggle about Calgon is its financing. ECC's new shares, yielding more than 7 per cent, represent an expensive means of raising money. Borrowing dollars from the bank would have been cheaper, although this would have pushed up gearing from 24 per cent to 69 per cent. Lower debt will doubtless make life easier when the demerger proceeds. But shareholders may reflect on the last time ECC tapped them for cash in February 1992. Those who subscribed for new shares at 415p had seen them rise by just 1p by Thursday's close.

#### US economy

Yesterday's US unchanged producer prices index was greeted by some like the relief of Mafeking. The worsening inflation picture had increased speculation that the Federal Reserve was

much-improved figures also hinted at more good news to come. A spake in-food prices has yet to be unwound and tobacco prices actually rose during May, against the trend of the cigarette brand wars. The immediate threaf of higher rates has thus receded.

Hanson

meeting

Nevertheless, increased interest rates later in the year are still a possibility, with hints from the Fed suggesting that consumer price inflation remains too high. The Fed chairman, Mr Alan Greenspan, is due to give his regular testimony to Congress next month. If he lays less emphasis on the health of the financial system and more on inflation, that will probably mark an ending of the Fed's easy money policy.

An autumn interest rate increase

would, however, coincide with the impact of President Clinton's budget package. That will probably prove quite deflationary, and the risk is that both fiscal and monetary policy will be tightened simultaneously. Growth may thus slow in 1994. While inflation is not low enough to please the Fed tough conditions may prevent compa nies widening margins. That will make the strong earnings increases which Wall Street currently expects harder to achieve. Equities are still

#### The Telegraph

Minority shareholders in The Tele graph may still be smarting over the handling of the company's investment in Southam but they should have less complaint with Mr Conrad Black's diversification into Australia. Follow ing the Australian government's loosening of restrictions on foreign owner-ship, The Telegraph has spent £25m increasing its stake in the John Fairfax group of newspapers from 15.3 per cent to 18 per cent with an option to buy some more.

Having been laid low by poor management in the 1980s, Fairfax has staged a spirited recovery under new ownership. Its shares have climbed to A\$2.31 from A\$1.38 since their flots tion in April 1992 as the group's profitability has revived. At the time of The Telegraph's own flotation, investors grumbled about the low dividend yield given the maturity of the business and its declining customer base. Yet the Fairfax investment may reveal there is greater growth potential than had previously been assumed. Mr Black's idiosyncratic management style can have its bonuses too.

## TRIED & TESTED



**BEST PERFORMER** 



EXPERTS ile Unit Trust Management Limited is a Member of IMRO and LAUTRO. Whittingdale Limited is a member of IMRO.

